

JUNE 14th 1917

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Leslie's

Illustrated Weekly Newspaper



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“To Glacier, Yellowstone, Rocky Mountain Park and Colorado, take the Burlington—of course”

“YOU see, the Burlington carries you on through trains to all of this country.

“Notice that *every* spot of interest lies directly on the Burlington lines—Glacier, Yellowstone and Rocky Mountain (Estes) Parks, and in addition, Denver and Colorado Springs (with Pike’s Peak and Garden of the Gods near-by).”

To be carried over the entire route on through trains, to see *every* wonder spot on *one* trip over *one* railroad—think what it means! You never dreamed that the way to the three great parks was as simple and direct as that, did you?

The Burlington is a prosperous railroad, a highly successful railroad, and its service and equipment are the kind you would expect from such an institution.

Plan to see Cody Road— no extra cost

Cody Road, the Eastern Gateway to Yellowstone Park, is the most beautiful part of the whole Yellowstone trip. Such is the verdict of the more

than 3500 tourists who saw it for the first time in 1916.

Cody Road, never before accessible to the general public, was perfected and opened last year by special action of the U. S. Government.

The trip is made in big, comfortable *regularly-scheduled* automobiles over ninety miles of perfect government-built road. Over exquisite Sylvan Pass, down between the towering granite walls of Shoshone Canyon, and through the interesting “Buffalo Bill country” beyond, you ride till you come to the Burlington trains at Cody, Wyoming.

It costs you no more to see Cody Road—if you go to or return from Yellowstone Park by its Eastern entrance over the Burlington.

For the price of a round-trip ticket to Glacier Park alone you can buy a “circle ticket” to all three of the great parks—Glacier, Yellowstone (exit by way of the Cody Road), Rocky Mountain (Estes) and, in addition, Denver and Colorado Springs (with Garden of the Gods, Manitou and Pike’s Peak near-by).

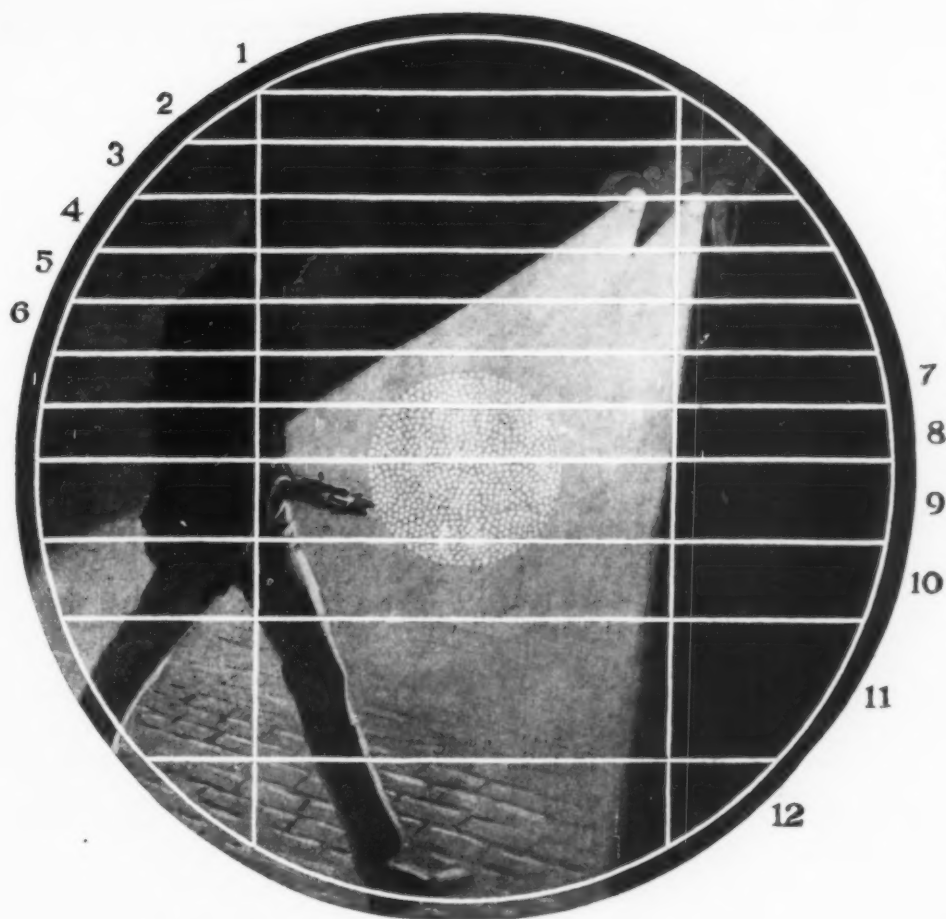
Let us help you plan your trip

Call on the railroad ticket agent in your city or write to the nearest Burlington representative. See list below. These men have themselves made the trip, they have planned hundreds of such trips for others and you will find their advice invaluable in planning yours. If you cannot see them in person, they will send you illustrated descriptive literature containing maps and complete information, and gladly make all arrangements for a perfect vacation tour.

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The beam from the New Osgood Lens is always below waist height. 74% more light on the road. No glare! Write for authoritative test results.

The New Osgood Lens is being officially sanctioned by the authorities of the most prominent cities.

An Automobile Light that Hugs the Road

All the Light On the Ground—No Glare!—and 74% Greater Illumination

Seventy-four per cent more light on the road as compared with light from a plain lens—

Nine hundred and ten per cent more road light as compared with light from a *ground* lens, the equivalent of many *diffusing and dimming devices*—

A waist-high beam that lays its path of light a full third-mile ahead of your car—

Light *control* instead of light diffusion. *All* the light where you need it most—*on the road*—none in the eyes of other motorists or pedestrians—

The light of courtesy and safety. No glare to rouse the ire of fellow drivers. Full compliance with every headlight ordinance.

All this the New Osgood Lens brings to motorists—to you—an efficiency authoritatively confirmed by the Armour Institute of Technology, Massachusetts Institute of Technology, and the American Automobile Association.

The New Osgood Lens—designed by James R.

Sectional view of the New Osgood Lens, showing the smooth outer surface and the twelve inner prisms that operate as one.

Cravath, America's eminent authority on illumination—is a one-piece lens of twelve prisms, each of which selects and then delivers its part of the light to its own particular part of the road—the twelve beams forming one master shaft of waist-high, no-glare light that shows you *all* the going.

Your night driving peace-of-mind is not complete without the New Osgood Lens. No matter what lens you now are using give the New Osgood a trial and see the difference—for there *is* a difference.

Made in all sizes for all cars:

7 to 7½ inch	- -	\$2.50 a pair	8½ to 9½ inch	- -	\$3.75 a pair
8 to 8½ inch	- -	3.00 a pair	9½ to 11 inch	- -	4.50 a pair

Prices quoted on special sizes.

25c a pair higher West of Rockies.

20% higher in Canada.

If your dealer is not supplied, order direct giving his name, and we will deliver through him. In ordering, give diameter of old lens, diameter of opening in door frame; model and make of car.

Dealers: Write for attractive sales data.

OSGOOD LENS & SUPPLY COMPANY

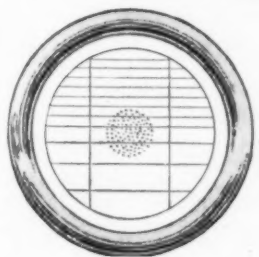
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This long, low, glare-free ray adds wonderfully to your night driving comfort and safety.



This is the ray of courtesy, efficiency and safety. 74% more light on the road. No glare!



THE NEW

OSGOOD LENS

CRAVATH LONG DISTANCE TYPE

Chandler Price Must Advance \$200 June 30

The price of the Chandler Six becomes \$1595 on the first day of July. The present model, identically the same car, will be continued after that date. **UNTIL THAT DATE THE PRICE REMAINS \$1395.**

**It has always been a basic part of
Chandler policy to keep the
Chandler price low**

We have kept it low. Men considered the original Chandler price of \$1785 established four years ago an impossible price. Later when the Chandler Company reduced that price to \$1595 the trade thought we were courting disaster. Further reductions came as a positive shock to the industry. Meanwhile the Chandler business grew to front-rank proportions.

The Chandler car was never cheapened, but, rather, improved and refined from season to season until the whole motor car purchasing public has come to recognize that the Chandler car is a car of surpassing values.

**We have sold the Chandler for
hundreds of dollars less than
cars of similar quality**

Now, however, the Chandler price must be advanced.

It must be materially advanced to cover greatly increased costs which have arisen this Spring by reason of unprecedented conditions in the material supply and labor markets and in problems of transportation.

This is a condition which we cannot control. It is a condition which we must meet.

At \$1595 the Chandler car will still be underpriced. By test of any conceivable comparison this statement is a provable fact.

Now you can buy this great Six at \$1395 f. o. b. Cleveland.

While the \$1395 price holds, the demand will continue to greatly exceed our production, and we cannot guarantee deliveries.

FIVE PLEASING TYPES OF BODY

Seven-Passenger Touring Car, \$1395 Four-Passenger Roadster, \$1395
Seven-Passenger Convertible Sedan (Fisher Built), \$2095
Four-Passenger Convertible Coupe (Fisher Built), \$1995 Limousine, \$2695

All prices F. O. B. Cleveland

Write us today for catalog and booklet "See How the Chandler Checks With High-Priced Cars."

This booklet tells how other medium-priced sixes do not check with high-priced cars.

Write today, and see your dealer. Address Dept. E.

CHANDLER MOTOR CAR COMPANY

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LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States
Established December 15, 1855

EDITED BY JOHN A. SLEICHER
"Stand by the Flag; In God we trust"

CXXIV THURSDAY, JUNE 14, 1917 NO. 3223

ARE WARS NECESSARY?

BY SENATOR JAMES K. VARDAMAN

THERE never has been a war waged against civilized peoples that could not have been avoided or settled without bloodshed, with honor, if the masses had been wise, provident and prudent, and the leaders, the office-holders, those in authority, had been brave, patriotic and unselfish. We will organize the great world court, in which the international conscience shall be the supreme law, to which all our differences shall be submitted and by which they shall be settled. We will organize "the parliament of man" and bring about "the federation of the world" for the good of the masses, rather than submit our interests and ourselves to be exploited for the aggrandizement of the titled few. We will repudiate the right of any man to inherit a public office, and spurn with contumely the power that would attempt to force us to bend the knee of subservience to a ruler who claims to hold his place by divine right.

BILLIONS FOR PEACE

A NEW America will be created by this war. We have the richest country on the earth and the most unprotected. We have been deploping national armaments abroad and the heavy burdens thus imposed on other nations.

We have rejoiced in the belief that our isolation made it unnecessary to put ourselves on a military footing commensurate with that of other nations. We have been mistaken.

We are involved in the greatest of all wars. We are now compelled to follow the examples of all the other first-class powers and enter into the competition for supremacy in armament on land and sea.

It will be our purpose to surpass all others. The creation of a large standing army and the greatest navy in the world will involve an expenditure of billions of dollars for munitions, ships, accouterments, horses, artillery, fortifications and all that our establishment on a war basis involves.

A huge public debt will be created, for part of the burden of military preparation must be transferred to other generations. It is not a pleasant outlook.

There is satisfaction, however, in the thought that this tremendous sacrifice will be made to maintain the nation's honor and guarantee a lasting peace throughout the world.

Buy a Liberty Bond. It is a bond of peace.

THIS IS WOMAN'S DAY

MR. LOUIS W. HILL, President of the Great Northern Railway, who has inherited the business sagacity of his famous father, the late James J. Hill, recently predicted that the "employment of women on a large scale in branches of industry heretofore almost completely in the hands of men is destined to become an important factor in our economic situation." The notable victory for woman's work won by Miss Rankin in the House of Representatives, when with unanimous approval she secured the passage of a resolution empowering the employment of women in connection with proposed new activities of the government, confirms Mr. Hill's prophecy.

Woman's sphere of usefulness will be limitless. Since the war began men have had to recognize her ability to cope successfully with every trying emergency. She has demonstrated her efficiency in

trades and professions never before opened to her but now to remain open for all time. Woman abroad has won her right to laurels with which the future promises to crown her. British parliamentary leaders have acknowledged that her work in the war has won for her the right to vote after the European conflict. The war now offers an equal opportunity to the American woman, but at the outset she has the added advantage of profiting by the experiences of her foreign sisters, although as yet she has not felt the pressure that developed the women of the warring nations. But if the war lasts any length of time, that pressure is bound to come, as men are drafted for service at the front.

Millions of women, nine millions in Germany alone, are in the economic ranks of the belligerent countries of Europe. American men are recognizing in advance the future standing of the no longer "weaker" sex, and are generously offering to help her to a position at their side. It is gratifying to observe that one school of commerce has agreed to train a hundred women for business free of charge, and it is safe to assume that other schools will follow this commendable example. A tendency among commercial organizations to grant equal pay for equal work for women who take the places of men released for military duty is noticeable thus early in America's participation in the war.

This is woman's day. The sooner she realizes that she has a wider field than merely making Red Cross bandages, assisting in relief work or tending the wounded, and prepares herself for participation in railroad work, yeomanry service, and even for manual labor on the farm and in the shop, the better will be the results for womankind and for the nation.

WHY TAX THE MOTOR TRUCK?

COMMONPLACE but of extraordinary usefulness is the motor truck. A young and now expanding industry, of vital importance to the country's welfare, may be taxed to death by Congress in ignorance of the important part the truck is playing in modern times.

The motor truck is not a luxury. It is a freight conveyer. Given a fair opportunity, it will prove its enormous value. It marks the world's progress just as the electric light has replaced the tallow dip, the steamboat superseded the packet boat, the trolley car the horse car and the railroad the stage coach. In other countries its commercial value is known and appreciated and all trucks used industrially, available for war purposes, enjoy the benefit of a subsidy.

While the freight-car shortage is such a serious hardship, and the necessities of life and war materials are demanding greater transportation facilities, the motor truck is proving an inestimable blessing. It has no substitute.

In conveying men and munitions quickly to points inaccessible by railroads, along our extended coasts and from place to place in the interior, in the stress of war, motor trucks would be of incalculable service. If invaders should threaten us we would feel the urgent need of every truck our factories could supply.

In Europe motor trucks are saving cities and winning battles. In our country they are helping to solve the problem of the high cost of living. They are replacing horses that must be conscripted for cavalry and they have put the old army wagon in the discard.

In the evolution of warfare, military officers find the automobile indispensable in expediting communications from point to point and no less are they finding motor trucks indispensable in conveying munitions, men and supplies.

Let us learn the lesson that experience has taught abroad. Let us do everything to build up our motor-truck industry. It has enormous value in peace. It is priceless in time of war.

LET THE PATRIOTS RULE

MEXICANS claim that Villa is beaten.

Grangeville, Idaho, with a population of 1,500, has 44 men in the army and navy service.

Berlin, Wisconsin, proposes to change its name to the old Indian title of Mascoutin.

Prisoners at the Maryland penitentiary have bought \$2,150 worth of Liberty bonds.

Thousands of Mexican laborers in California, New Mexico and Arizona are fleeing to Mexico in fear of conscription.

When the war tax measure was up in the House of Representatives a motion that salaries of its members be taxed 65 per cent. was rejected, 147 to 142.

A boy of 14, who died in a New Jersey hospital after an accident recently, said, as he was dying: "If I should die please bury me in my Boy Scout uniform."

Hill School at Pottstown, Pennsylvania, has established a farming and military training camp on which the students will spend their summer vacation.

Boston Street Car Men's Union is objecting to the employment of women as conductors on street cars to fill the places made vacant by men called to the colors.

John D. Rockefeller has increased the endowment of the Rockefeller Foundation by a further gift of securities valued at over \$25,000,000 to aid in war work.

Colgate University has just been closed without commencement exercises, as more than 400 students have left to take up positions connected with military preparations.

Fearing that he would be conscripted and be compelled to leave his bride whom he had married last Christmas, a Middletown, N. Y., man tried to kill himself and his wife.

Representative James R. Mann says: "I do not recall a commission appointed in Congress in my twenty years of service in this body that has done anything really valuable."

During the debate on the army bill in the House of Representatives, Mr. Nichols of South Carolina said: "If you put a boy from Mississippi in a negro regiment from Massachusetts, you won't have to go to Germany to have war. You will have it right here."

The Santa Fe Railway waited a year for the government to pay its charges for mobilizing our troops for the Mexican trouble and consequently lost \$750,000 interest. Recently the same railroad paid its corporation tax seven weeks before it was due, merely to accommodate the government. Let the patriots rule!

THE PLAIN TRUTH

CENTRALIZE! If the American habit of forming commissions is allowed to run riot in the field of war relief, the overlapping and wastefulness will be appalling. The commission habit in governmental affairs has wasted the taxpayers' money. The field of philanthropy has been burdened with all sorts of volunteer organizations, with salaried staffs appropriating a good percentage of contributions. Chairman Herbert C. Hoover of the National Food Board has made his first appeal a request that all volunteer civilian effort for the comfort of our army and navy be under one head. "Every country in Europe," says Mr. Hoover, "has gone through an era of disintegrated overlapping effort, the multiplication of thousands of committees, and tons of useless, inappropos and wrongly destined material." Germany has suffered least from overlapping, while England and France paid the biggest price, until they learned the lesson of single direct control. Before we entered the war, churches and individuals and organizations were almost swamped by the multiplicity of appeals for European relief. This will now be multiplied a hundred fold unless we have a central organization whose duty it will be to indorse every new organization or appeal before the public hears of it.

CONSCRIPTION! For the first time since the Civil War, the United States finds itself face to face with conscription. In the struggle between the states, conscription led to draft riots, fomented by copperhead orators. In the past few weeks anti-conscription speeches have been heard in public places in our large cities, and the government has been compelled to take summary measures to suppress treasonable outbursts. We agree with the New York Herald, our far-sighted contemporary, that we are now locking the barn door after the horse has been stolen. Months ago we sounded a warning note against the incendiary talk of anarchistic orators on the public squares of New York and other great cities. We hope that the department of justice will take a little time from the prosecution of our captains of industry to jail these advocates of anarchy. It is fortunate that a patriotic press stands as the strongest safeguard against the evil that the soap-box orators have been stirring up. Throughout these critical days the American press, as a unit, has supported the President and the Administration. Yet at this most inopportune moment, the House of Representatives has been seeking to put burdens on the press that would cripple every publication and destroy many. Much to the point is the inquiry of the New York Financial Chronicle:

Suppose the press should refuse to publish the addresses and messages of the President and recall all their special correspondents from Washington, what would become of "Administration policies"? How would the war loan fare with the people? Who could know the real objects for which an army is being conscripted, and billions of the people's money expended? It is reasonable to believe, in view of rising costs that cannot be avoided, that a wise public policy would exempt the press from any war taxes on the ground that they are a tax upon the intelligence of the citizenry and a premium upon ignorance.

TO THE FRONT FOR THE COUNTRY



THE HEIR TO THE HOUSE OF MORGAN

J. E. P. Morgan, son of J. P. Morgan, banker, and grandson of the late John Pierpont Morgan, is a gunner on a submarine chaser



A FORMER PRESIDENT AND HIS SOLDIER SON
Charles P. Taft, enlisted in the artillery at Fort Myer, Virginia, is seen here with his father, ex President Taft.



A SON OF THE SECRETARY OF THE TREASURY
William G. McAdoo, Jr., is a member of the New York naval militia.



SONS OF SOUTHERN GOVERNORS

Above are Governors' sons at the training camp at Fort McPherson, Georgia. Left to right: Charles M. Brown, son of a former Governor of Georgia; Hugh M. Comer, son of a former Governor of Alabama; S. J. Catts, Jr., son of Governor Catts of Florida, and Daniel Fowle, son of a former Governor of North Carolina.



A GRANDSON OF GENERAL PICKETT

George Pickett, 3d, grandson of the Confederate general who led the famous charge at Gettysburg, is an officer in the Marine Corps. His father, Major George E. Pickett, died in the Philippine war.



"KIT" WILLIAMS OF YAZOO CITY
Senator John Sharp Williams of Mississippi has two sons in the training camp for officers at Fort Myer. Another will enlist soon, while a fourth son is raising foodstuffs at home. C. H. Williams, 3d, shown above is known as "Kit."



CAPTAIN OSBORN WOOD

Many of the general officers of the army are represented at the training camps by sons. Here is Capt. Osborn Wood, whose father, Major General Leonard Wood, is Commander of the Department of the Southeast.

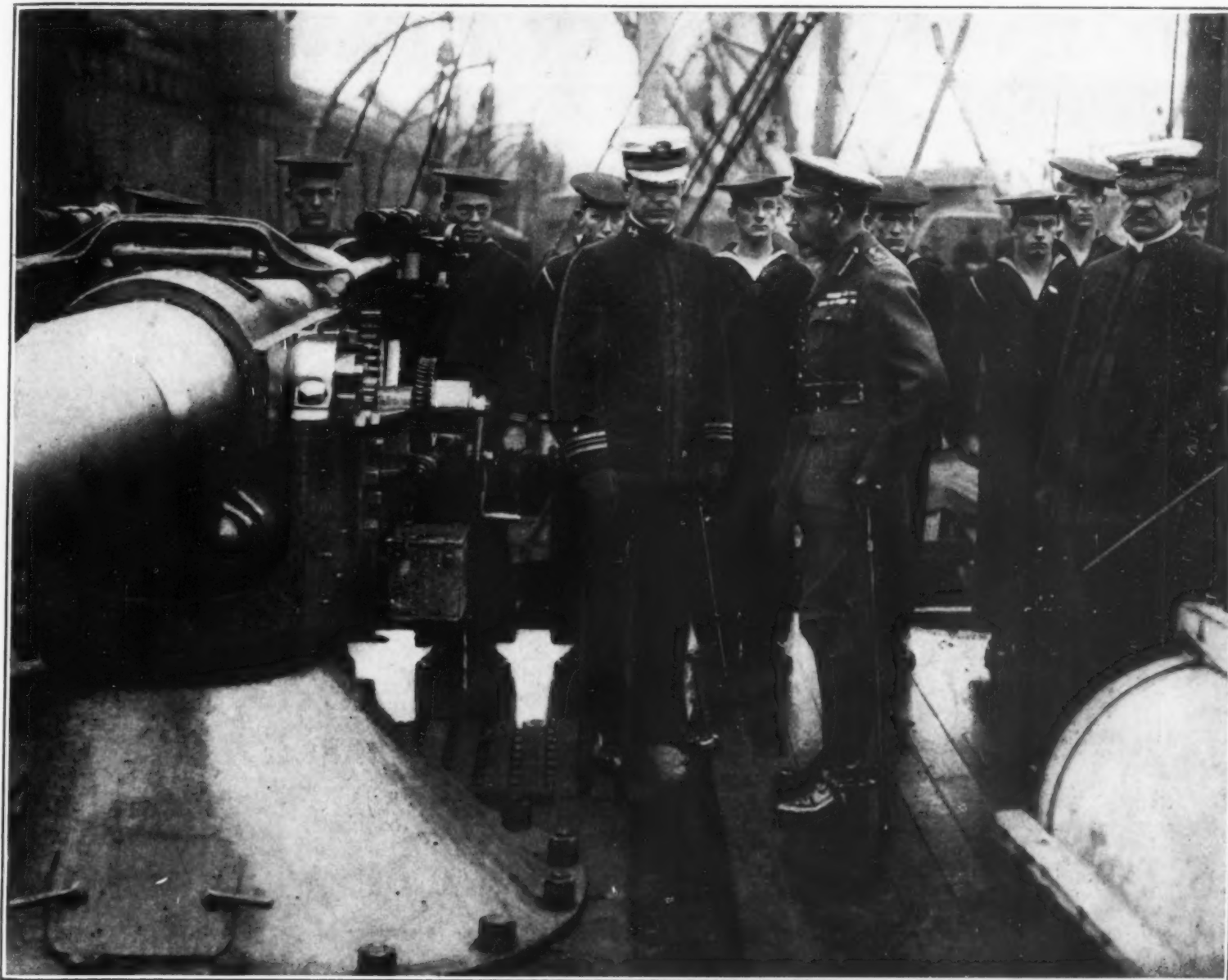


TWO SONS OF T. R. AT PLATTSBURG
Theodore Roosevelt, Jr., who already holds a major's commission in the Officers' Reserve, and Archie Roosevelt, sons of the former President, are in the Reserve Officers' training camp at Plattsburg. Archie is a recruit.



CAPTAIN ELIHU ROOT, JR.

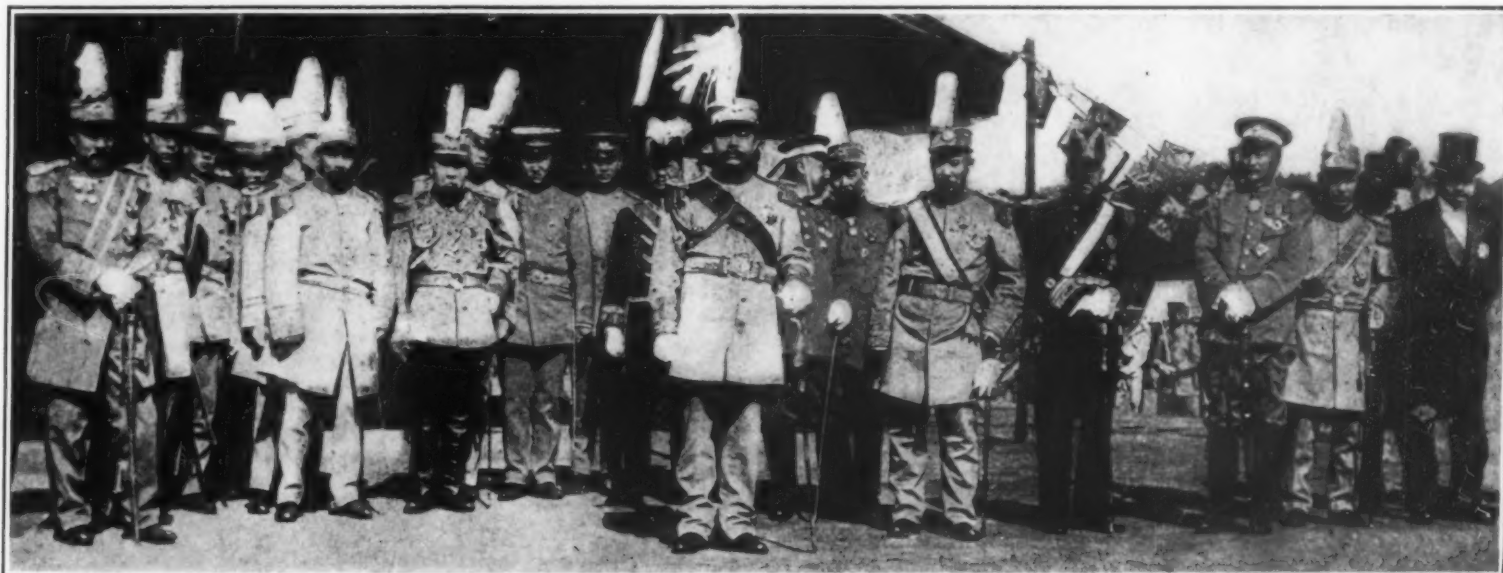
The eldest son of Elihu Root, head of the Commission to Russia, is a member of the Officers' Reserve Corps at Plattsburg. In civil life he is a lawyer.



KING GEORGE VISITS AN AMERICAN SHIP

Since the entry of the United States into the war England has been most particular to show every courtesy to Americans abroad, and as a visit from the King is held a high honor by all Englishmen it was natural that his visit to an American ship should be made a ceremony. In the picture King George is shown inspecting one of the guns mounted on the liner's deck to

repel submarine attacks. The naval officers are explaining the mechanism of the gun to the king. In the background is seen the gun's crew, which was drawn from United States battleships. Since liners and other steamships mounted guns for defensive purposes there has been a marked falling off in submarine attacks.



PRESIDENT OF CHINA, NOW VIRTUALLY A PRISONER, REVIEWS HIS ARMY

With the revolting of eleven of the provinces of the Republic of China, the Government was left with the support of but three provinces, and the Vice President, Feng Kwo Chang, resigned. The President, almost a prisoner in Peking, was practically without support in his policies because 250 members of Parliament left Peking, leaving Parliament without the quorum necessary to receive and act on the bill declaring war on Germany, which the President was believed to have ready for presentation. The revolutionary provinces, under the leadership of Hsu

Shih Chang, commandeered the railroads and means of communication and isolated Peking. The headquarters of the militarists is in Tien Tsin. The photograph above shows the President, Li Yuan Hung, momentarily expected to resign, on the occasion of his first review of his army. The President is seen in the center of the group. The revolution is the outgrowth of the growing disapproval of the Government's anti-German policy and the dismissal of Premier Tuan Chi-Jui, who blocked the declaration of war against the Kaiser.

THE DAY'S WORK IN THE BALKANS

SPECIAL PHOTOGRAPHS
FOR LESLIE'S BY
EDWIN RALPH ESTEP



A PRESENT FOR THE ENEMY

This is a trench bomb being fused and sent to the enemy, forty-five yards away. The trench bomb is the most dreaded of all of the combustibles of war, because it rises slowly and spirally and the recipients cannot tell where it is going to land until it arrives. The ordinary practice is to send two back for each one received.



BRINGING IN THE WOUNDED

The Balkan front is so far beyond the zone of motor traffic that the wounded are taken down to dressing stations on the backs of mules, or, if they are severely wounded and cannot stand the jarring of such kind of travel, they are carried on stretchers by men, eight men to a stretcher—four for carrying and four for alternate reliefs. These *blosses* are Russians. Often wounded men are carried 20 miles in this way.



ROAST PIG AT THE FRONT

Two hundred soldiers ate this little pig. The roast pig is to the Serbian Christmas what the turkey is to the American Thanksgiving Day. This particular little pig was roasted in the dugout of a mountain battery above the clouds and while there was not enough of it to give a whole battery a meal, the whole battery had a taste.



A HUNDRED METERS FROM THE ENEMY

Were you ever "over the top"? This picture was taken from No-Man's Land, a hundred meters from accurately-shooting Germans. The mitrailleuse

pictured is typical of the thousands which dot the Balkan fighting line. They are invaluable by reason of their all encompassing deadliness.

TORNADOES RAVAGE MIDDLE WEST



DESTRUCTION AT ANDALE, KANSAS

Terrific windstorms starting in Kansas and sweeping east across the Mississippi valley and through the states bordering on the Ohio River caused widespread destruction of property and loss of life in the closing week in May. Probably 300 persons lost their lives in the eight states visited, while

thousands were injured and millions of dollars in property destroyed before the gales subsided. At Andale, Kansas, a tornado passed down Main Street, shown above, until it reached the Catholic church when it veered suddenly and left the church unharmed.



A FREAK OF THE STORM

This farm house, at Kouts, Indiana, was carried several rods by the wind and deposited on level ground without much damage to the house. Other buildings in Kansas, Missouri, Tennessee, Illinois, Indiana, Kentucky, Alabama and Arkansas were not equally fortunate. In many instances entire towns were destroyed.



RUIN IN THE RURAL DISTRICTS

The paths of the tornadoes varied in width from a few feet to a half mile. Above is a view of the destruction wrought in Missouri. The ruined building in the foreground was a school house near Mansfield. The terrible force of the storm can be realized from the appearance of the trees in the pictures. Thousands were uprooted while others were twisted and their tops torn off. Note the unbroken lamp within the school house.



LIKE THE RUINS ON THE BATTLEFRONT

Illinois suffered most severely from the storm with 100 dead and nearly 700 injured. The view above shows the path of the storm through Mattoon where over \$3,000,000 damage was done. Weather bureaus report that the tornadoes were due to the great humidity with the low barometer

in the stricken territory. Great suffering followed the disaster through inability of rescuing parties to reach thousands made homeless at outlying points. The Red Cross, city governments, National Guard and hundreds of volunteer organizations immediately set to work to aid the unfortunate.

TWO FLAGS OF DEATHLESS GLORY

BY MARTIN MARSHALL

THE American flag, of which this picture is a photographic reproduction, is one of the priceless relics of the Great War and now occupies an honored position in the Museum of the Army in the Hotel des Invalides in Paris, placed there by the French government in recognition of the services of several hundred young Americans in the famous Foreign Legion in the French army. Its history is interesting.

On August 8, 1914, a recruiting office was opened for the American Volunteer Corps at 11 rue de Valois, Paris. This office was in charge of Charles Sweeny, a West Point man, Georges Casmeze, C. R. Phelizot, W. B. Hall and J. J. Bach. The flag, which is about four feet long, and which was the largest and best that the enthusiastic volunteers could purchase in Paris, was hung over the door.

The story of the volunteers in the Foreign Legion is too well known to need repetition. Between 200 and 300 enthusiastic young Americans entered the French military service and were assigned to one of the five regiments of the Foreign Legion. A number of them signed their names on the first white stripe on the flag as shown in the illustration. Some of these names have been blotted out and others become illegible, but so far as they can be read at the present time they are C. R. Phelizot, J. W. Ganson, F. Wilson,

D. W. King, J. J. Casey, Bill Thaw, J. Stewart Carstairs, E. Towle, P. A. Rockwell, K. Y. Rockwell, F. W. Zinn, R. Soubirain, E. H. Towle, H. Lincoln Chatkoff, Georges Casmeze, Edgar J. Bouligny, Bob Scanlon, W. B. Hall, J. J. Bach, Dennis Dowd, Charles Sweeny, Geo. Delpeuch, Chas. A. Beaumont, E. Morlae, F. Capdevielle, Chas. Trinkard, F. Landreaux.

When the Americans were mustered into the French army, the flag was taken with them. Later orders were issued through the Legion that all foreign flags must be discarded in order that no international complications might ensue if any of the men were captured with the colors of their native countries on their persons. C. R. Phelizot, however, disobeyed this order by wrapping the flag around his body and continued to wear it until he fell on the battlefield. The flag then passed to the hands of Sergeant E. Morlae, who, after a time, sent it to Paris. When the United States entered the war as an ally to France, the flag was tendered to the Museum of the Army

and gladly accepted. The names written on its folds are of men who have achieved imperishable renown and many of them have given their lives for France. The others with one or two exceptions, are still in the French service.

William Thaw, whose name appears on this informal roster as "Bill," has risen to the rank of Lieutenant in the French aviation section. Charles Sweeny reached the rank of Captain and has been released from the French service to give his services to the American army. F. W. Zinn, well known to readers of LESLIE's for the wonderful photographs and articles which he has contributed from time to time, is also in the aviation service.



FLAG CARRIED BY AMERICAN MEMBERS OF THE FOREIGN LEGION



BANNER CARRIED BY MEMBERS OF THE AMERICAN AMBULANCE CORPS

AUSTRIA MAY BRING ABOUT PEACE

BY CHARLTON BATES STRAYER

AUSTRIA in the grip of a peaceful revolution is indicative quite as much of the pacifist policy of Emperor Charles as of his democratic leanings. Equally significant is it, too, of the weakening of the Kaiser's grip upon his strongest ally. From the moment of his accession to the throne the new Emperor has been restive under the Kaiser's domination, and in his strong desire for peace has been ably seconded by the Empress. Count Tisza, Hungary's "iron" premier and the representative of Prussianism in the empire, retired ostensibly because he was opposed to the franchise reforms which Charles is prepared to put through in the effort to hold together the diverse elements which compose the empire. Neutral opinion holds that he resigned because the Emperor did not oppose the widespread demand in Austria for a separate peace. One thing is certain, Germany would not have permitted the retirement of the staunchest representative of Prussianism among her allies if she could have prevented it. Should the report be confirmed that Count Julius Andrássy, Tisza's leading opponent and advanced Liberal, has become Premier of Hungary, it will not only mean much for internal reforms but also for the cause of separate peace.

It may be that Count Andrássy's entrance upon the scene furnishes the strongest indication yet of peace. It was he that helped negotiate the secret treaty of defensive alliance between Austria-Hungary and Germany, signed at Vienna, Oct. 7, 1879. By this secret agreement each power pledged full and complete assistance to the other in case of an attack by Russia, or in case any attacking power should be supported by Russia. Because the treaty was a purely defensive one Germany was not compelled to come to Austria's support at the outbreak of this war. Germany did come to her support, however, and throughout the war has exercised a dominance over Austria at which the world has marveled. May the explanation not be that old Francis Joseph pledged the Kaiser an absolutely free hand if Germany would support him in his policy to destroy

Servia? When Charles came to the throne he immediately began to chafe under the Prussian yoke that the old Emperor had fastened upon himself. The retirement of Count Tisza is the first step in breaking the bondage, the elevation of Count Andrássy to the vacated post the second step.

Count Andrássy is a friend of England, believing that England sought to prevent a general European war, and placing the entire responsibility upon Russia. Since the old régime in Russia has disappeared it will be surprising if the new premier does not begin to negotiate for peace with the pacific element of the new Russian Government. It is curious to note that the German press, which a short while ago urged upon Emperor Charles the "Germanization" of his country, is now giving support to the new plan of a federalized Austria. Declaring Austria to be "not a German state but a conglomeration of nationalities," the *Vossische Zeitung* says that upon her reorganization on a federal basis "rests not only Austria's strength, but also her value as an ally of Germany both politically and economically."

Germany has been hard hit by the declarations of Russia's Premier and Foreign Minister that Russia would continue the war with her allies. The Berlin *Vorwaerts* calls it a "great disappointment" to those in Germany who expected a separate peace quickly with revolutionary Russia, and says that Russian ministers would never have made such a statement if Bethmann-Hollweg had replied fully and satisfactorily to the interpellation of the Social Democrats regarding war aims. Foiled in the attempt to bring about an immediate separate peace with Russia, Germany, through her agents at the International Socialist Conference, is seeking to drive a wedge between Russia and her allies by declaring for a general peace on the Russian terms of "no annexations, no indemnities." Every one understands the Entente refuses to consider peace on such terms, but if Germany can send Russian Socialists home from Stockholm believing that Germany

has accepted their program while their allies have rejected it, the result will be to check cooperation between Russia and her allies and possibly revive the talk of separate peace. Recognizing the danger of leaving Russian Socialists altogether under the influence of German Socialists, the Socialist Parties of France and Britain have decided at the eleventh hour to send representatives to Stockholm.

Declaring in the French Chamber of Deputies that "peace can come from victory alone," Premier Ribot said that France would not give recognition to the Stockholm Conference and would not facilitate the voyage of French Socialists to it. The desire for peace is decidedly stronger among the Central Powers than among the Entente nations, Russia excepted. Stockholm dispatches indicate the longing for peace to be greatest in Austria-Hungary, with Turkey second and Bulgaria third.

The new Russian democracy has not yet completely found itself, and the attitude of Russia toward war or peace is still enigmatic. Dr. B. E. Shatsky, special agent of the Provisional Government in charge of the Russian Information Bureau in this country, says that Russia means to fight to the end and there is no possibility of a separate peace with Germany. Representatives from the armies at the front in conference at Petrograd pledged their loyalty to the Provisional Government and the Council of Workmen's and Soldiers' Deputies, demanded more munitions for the army, and declared it to be "indispensable to take every measure to end as quickly as possible the international carnage and conclude without annexations or indemnities." The Russian situation will not be clarified until there is a new statement of war aims in which Russia may unite wholeheartedly. The Allies would have Russia enter again aggressively into the war and postpone till later a decision as to war aims, whereas the new Russian democracy would make a new agreement as to war and peace the basis of renewed activity at the front.

Opposition to conscription has developed in several

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MEN WHO ARE MAKING AMERICA

HOW THE DISCOURTESY OF A MERCHANT TO A SMALL BOY YEARS AGO BROUGHT ABOUT A REVOLUTION IN RETAIL STOREKEEPING AND ITS RELATIONS WITH THE PUBLIC

EDITOR'S NOTE:—The story of John Wanamaker is the story of the development of retail trade in America. Mr. Forbes has written a historical document in this, the forty-seventh article of his series. Next week he will tell us of the work of Colonel William A. Gaston, head of New England's largest financial institution.

BY B. C. FORBES

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JOHN WANAMAKER is not really a good merchant," a prominent business man once told me. The criticism was added that Mr. Wanamaker did not stick to merchandising; he mixed a lot of non-business things with his business. These frills and trimmings had cost Mr. Wanamaker too much money and had prevented him from accumulating a colossal fortune.

John Wanamaker pleads guilty to having mixed other things with business. Not long ago, in dedicating some two acres of his Philadelphia store space solely to educational purposes, he publicly stated:

"All my life I have been engaged in an experiment to find out whether or not there was something better and greater and higher in business than the mere making of money.

"I am anxious that every enterprise I have a hand in shall make money, and shall be steadily prosperous; otherwise, it would not be a worthy thing to do. But while I have tried to make money, I have tried harder still to make my business better my people and the community.

"Now, we are finding out the results of a great experiment in which we have been engaged for more than thirty-five years. The proposition was as to whether it were possible to conduct a great educational institution in connection with a prosperous and profitable mercantile institution. That proposition we have demonstrated. Henceforth, it shall not be said in American commerce that it is not possible for young people to engage in business and, at the same time, continue to secure education."

A young country lad one Christmas eve went into a Philadelphia jewelry store to buy a gift for his mother with a few dollars he had contrived to save. "I'll take that," he said, pointing to a little trinket and handing over his money. At that instant he saw something prettier and told the jeweler he would take it instead. "It's too late; you've bought this and must keep it," snapped the jeweler as he began to wrap up the little purchase—perhaps some out-of-date piece he was glad to be able to foist upon the green country boy. The boy was indignant—but impotent. As he walked out of the store, resentful and sorrowful, he resolved to start some day a store of his own where customers would not be so treated.

That country lad was John Wanamaker.

It did not take him so very long to qualify to start as a storekeeper. He began his business career in 1852 as an errand boy in a Philadelphia book store when he was fourteen, after a somewhat scanty education. "I have picked up my education as I have gone along, as railway engines take up water from track tanks," he has since said. He next entered a lawyer's office as copyist and office boy, but his parents—of Dutch and Huguenot stock—moved with their seven children to their grandfather's abode in Indiana. Before he was eighteen, however, he returned to Philadelphia and entered a clothing store. All this time he had been improving his education diligently, had acquired some faculty for writing, had imbibed a love for music and had taken kindly to the teachings of his mother. While still a mere youth, he established and edited "Everybody's Journal" and also became the first paid secretary of the Y. M. C. A. of Philadelphia.

He had not forgotten, however, the treatment he received in that jewelry store, nor had he given up his determination to open a store of his own where customers would receive greater consideration. On April 8, 1861, before he was twenty-three years of age, he formed a partnership with Nathan Brown and opened the men's clothing house of Wanamaker & Brown, in Oak Hall, a building which was looked upon as a freak because of its extraordinary height of six stories, built upon the site of the home once occupied by George Washington when President.

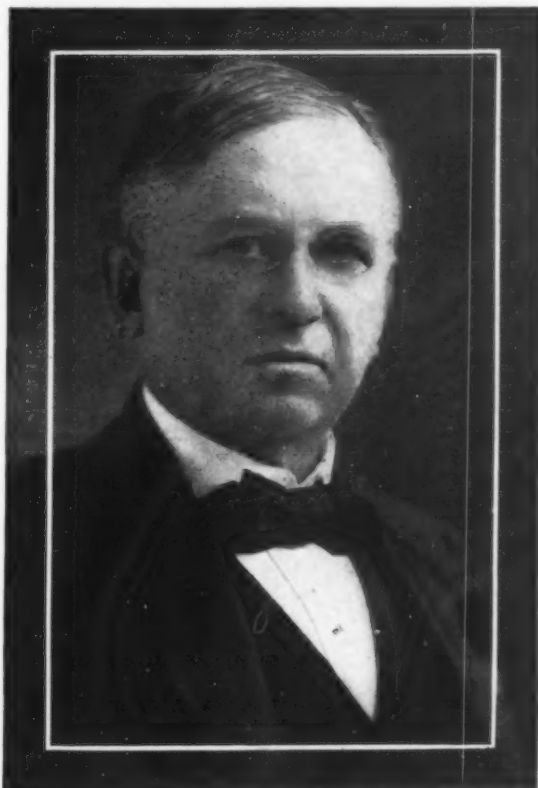
The first day's drawings amounted to \$24.67. The \$24 was that night invested in advertising and the 67 cents left in the till to make change next day.

Four days later the first shot on Fort Sumter was fired. Neighbors shook their heads and predicted that nothing but early disaster could befall the beardless boys for their audacity in starting business at such a time. But the

neighbors could not know the amount of ambition and grit and enterprise behind the new store. It was not uncommon for the partners to work all night.

"Had we inherited a business or been able to command the assistance of rich friends," says Mr. Wanamaker, "we might have had easier times, but never could have had the schooling that cut the backlog of this business.

"In those days it was the custom to start work at six-thirty in the morning and keep on until seven or half-past at night, except Saturdays, when stores closed at ten or ten-thirty at night. There was no selling price for goods—



JOHN WANAMAKER

The business built up by a country lad who was harshly treated by a merchant when buying a Christmas present for his mother succeeded so well that the formal opening of one of Mr. Wanamaker's stores more than half a century later was such a noteworthy event that the President of the United States deemed it fitting to play the leading part in the ceremonies.

there was an asking price, and the most persistent haggler bought the goods far below the unwary. Seldom was cash paid for wages to the employees making clothing. The general rule was fortnightly settlements in grocery, coal and other orders, on which the manufacturer had a percentage."

The courtesy which customers received, the fairness of the prices charged, the care given to insuring a right fit and the vigor injected into the firm's advertising soon began to tell. These four epochal reforms were instituted, the first from the moment the store was opened, the second in the following year and the other two in 1865:

First—Cash payments on the spot to working people on completion of the work.

Second—Shorter business days.

Third—Not two prices—one price and only one.

Fourth—Taking back anything sold and returning the money if unsatisfactory.

The idea of allowing people to return goods was ridiculed by other merchants, and the public could not believe such promises would be kept. However, the increasing number of customers who visited the store found every piece of merchandise not only plainly priced, but truthfully labeled "wool" or "seconds" or "wool mixture." They also found that, though they received a cordial welcome into the store, they were not importuned to buy before

getting out again—very different conditions from those in another store where a young woman, on failing to get the kind of merchandise she was looking for, started to leave, but was intercepted by the shopkeeper, who barred the door, in which predicament she avoided having to make a forced purchase by darting through a rear window!

In less than ten years from the inauguration of his one-price and money-back-if-not-satisfied policy, John Wanamaker had built up the largest retail clothing store in the United States. Competitors were constantly predicting the downfall of so adventurous a young man, with his fantastic ideas about coddling customers, his Sunday school notions about the handling of his help, his spendthrift advertising practices, his upstart "special sales," and his other newfangled foolishness. They rubbed their hands in glee when the terrible panic of 1873 struck the country like a hurricane, prostrating and demolishing even the strongest of enterprises. Now, they chuckled, John Wanamaker would meet the fate they knew all along was awaiting him.

What actually happened was that, in the midst of the almost universal disaster, John Wanamaker opened negotiations with the head of the Pennsylvania Railroad for the acquisition of the road's abandoned freight depot on the outskirts of the city at Thirteenth and Market Streets, a monster building covering over two acres of ground, and the completion of the deal was announced the following year. This brought more dire predictions of disaster. His mushroomlike success must have turned Wanamaker's head. Was not the abandoned depot far removed from the city's business center? Was it not a most unsightly barn, utterly unfitted for use as a store? And its size—it would take half the clothing in Philadelphia to fill it.

Mr. Wanamaker advertised it as the "New Kind of Store" and its opening, in 1876, excited interest second only to that aroused by the Centennial Exposition. On March 12 of the following year, when there was a gala celebration of the inauguration of ladies' goods as part of the stock to be carried, the Grand Depot, as it was then called, was visited by 70,000 people. The store became the mercantile marvel of the country. It attracted visitors from far and near. President Grant, when conducted over it, declared: "It takes as much generalship to organize a business like this as to organize an army."

And indeed the organizer of this mammoth store was kept busy thinking and planning and executing. To attract customers in sufficient number to maintain the establishment demanded energy and enterprise and originality of a high order. Whole page advertisements were used in newspapers—for the first time by any merchant. Goods in profusion were brought from Paris, Berlin, London and elsewhere. Special sales, since become seasonal events, were inaugurated. And, to crown all, Wanamaker's became the first store to be lighted by electricity, an innovation which excited wonder and even awe. Another novelty that caused much talk was the installation of pneumatic tubes as cash carriers—also the first in any store. It was this same policy which later led Wanamaker to be the first to install a Marconi wireless service between his Philadelphia and New York stores; to introduce a general free delivery by mail, express or freight, and to add aeroplanes to his stock in trade—he sold his first flying machine as long ago as 1909.

In 1896 the whole mercantile world was astounded by an announcement that the old A. T. Stewart business in New York had been bought by John Wanamaker. An editorial in the New York Times in November of that year said:

"Within the last 45 days, stocks aggregating at retail value \$3,000,000 have been gathered for this New York Wanamaker Store—the combined stocks of the Philadelphia and New York stores today amounting to \$6,850,000. The revival of this great business means work for factories that would otherwise be shut down; means occupation for thousands who otherwise would be idle; and it means that in the face of all the grumbling about hard times there has been one man so well convinced of the renewal of prosperity that he takes unto himself a duplicate business of one whose astonishing proportions would stagger the average merchant."

In New York, as in Philadelphia, the Wanamaker methods—"close application, integrity, attention to details and discreet advertising," to use the merchant's own words—worked miracles. The A. T. Stewart business, which had languished since the death of its famous founder, expanded

(Continued on page 742)

NORTHERN FRANCE COVERED BY



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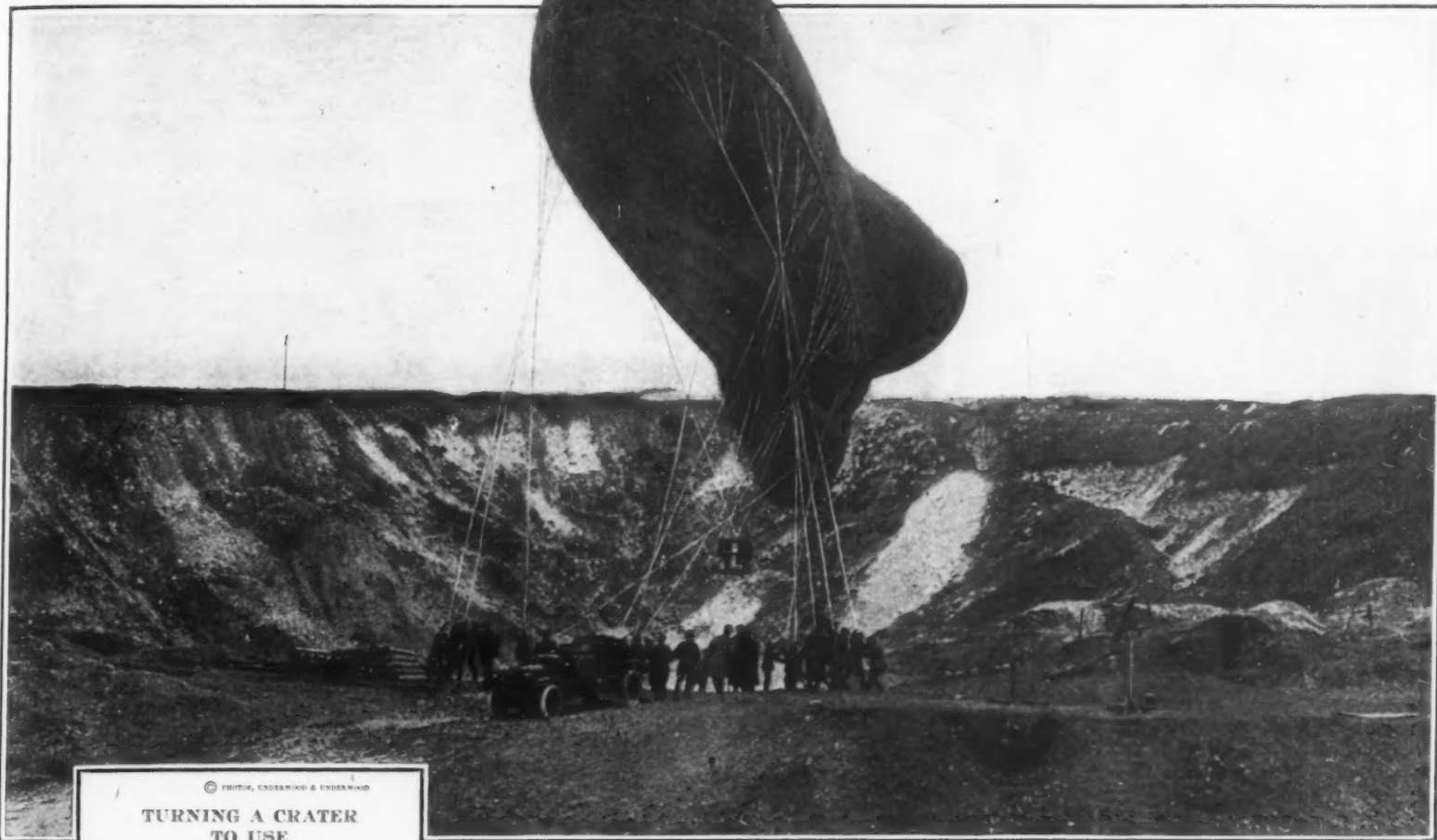
ALONG THE AISNE

The four pictures shown here are typical of conditions along the entire British battle front in France. The territory shown has been evacuated by the Germans and lies along the line between Soissons and Lens. In the picture above a convoy is seen wending its way through a land on which a few months ago stood one of the most picturesque towns in this section. The lower picture shows an advance post built in the shelter of a ridge.



RUIN AND

DESOLATION



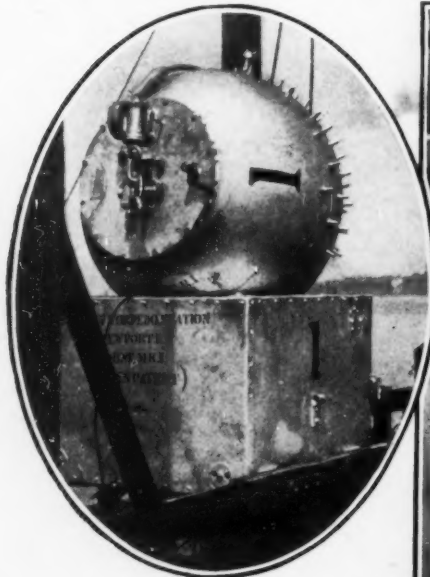
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**TURNING A CRATER
TO USE**

Above is shown a "sausage" or observation balloon in its home, made by a mine explosion. The observers are preparing to rise. Below are seen pack horses bearing supplies passing through a country that has been under terrible fire. On either side of the hastily constructed road lie fields of mud. Many of the shattered trees bordering the road have trunks three feet in diameter. Every structure for miles has been demolished by shell fire.

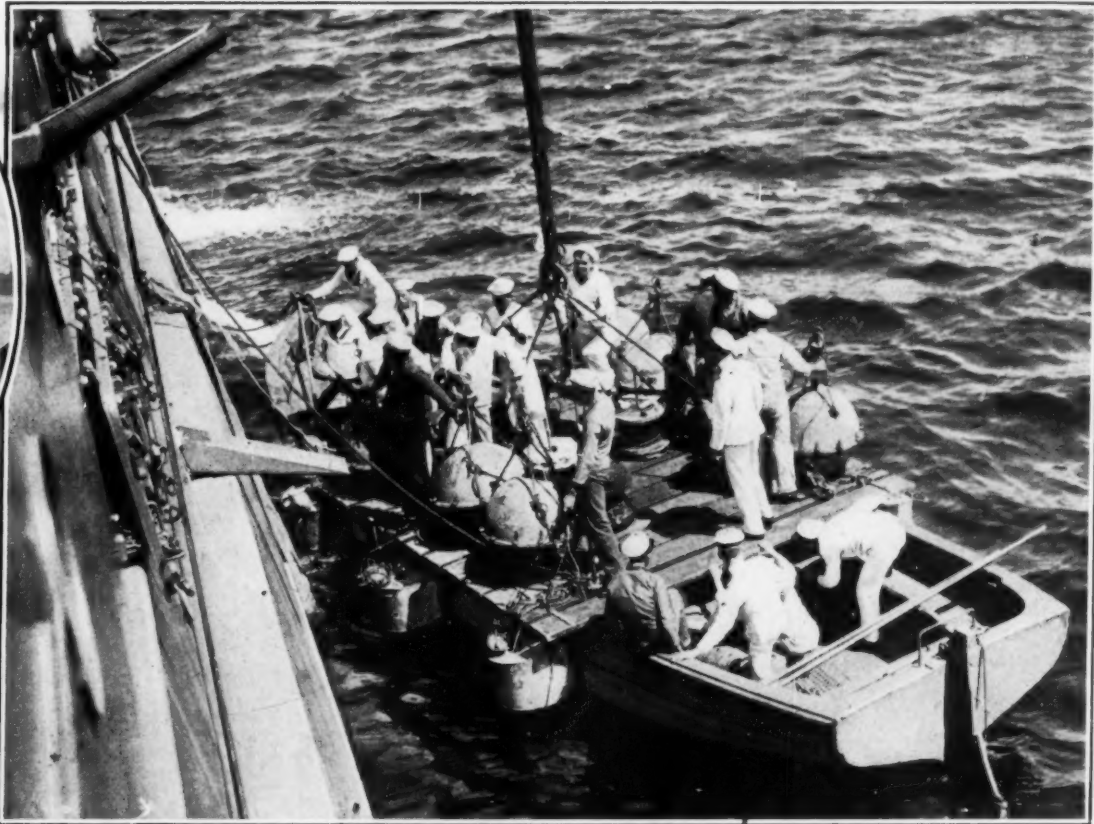


MINE LAYING AND MINE SWEEPING



A PORCUPINE OF THE SEA

Mines are no longer disregarded in naval warfare. Farragut's "Damn the torpedoes!" would prove a highly disastrous policy now, for the mine has become a weapon of high efficiency. Defensively mines protect harbors and channels; offensively they blow up battleships. There are three types of mines: anchored observation mines, placed in harbors and along coasts and fired by electrical mechanism controlled by observers on shore; anchored contact mines placed in waters beyond shore control; and floating contact mines, used in engagements to damage pursuing squadrons or to maneuver the enemy into a desired course. The mine above was invented by Captain Elia of the Italian navy and is the most efficient of anchored contact mines. The box under it is the anchor. This mine cannot be exploded by discharging another near it. It can be planted from a vessel steaming at high speed. It may be used as a floating mine. If it breaks from its moorings it becomes harmless. When it strikes a ship it rolls along the bottom some distance by means of the "spikes" and then explodes.



PREPARING TO SOW A MINE FIELD

Men of the *Nebraska* are here seen loading mines, from the battleship to a boat for distribution in a mine field. Below the platform on which the mines are placed one sees the "anchors." Up to the beginning of 1917, the navies of the warring nations had lost between 30 and 40 battleships from mine casualties. The effectiveness of mines is due largely to the secrecy in which they are laid; for wherever their presence is known, or even suspected, in an area that area is avoided as would be rocks or shoal. Mine laying

along the coast does not require large vessels. Tugs, light draught vessels and trawlers manned by naval reserve crews are fully able to make this arm of the service effective. For work on the high seas, however, regular mine ships such as the *San Francisco* are employed. The mine force in its work becomes expert in locating and recovering the weapons it lays, so the clearing of an area of enemies' mines is usually the work of the same force that lays the mines for the destruction of hostile ships.



LAYING MINES

Contact mines, which are fired automatically when a ship strikes them, are shown above. Nearly all of these mines contain charges of about 500 pounds of gun cotton, about

double the amount used in a torpedo. There are various firing devices for these mines, nearly all of which are based on the principle of the trigger and cap.



CARRYING MINES READY FOR PLACING

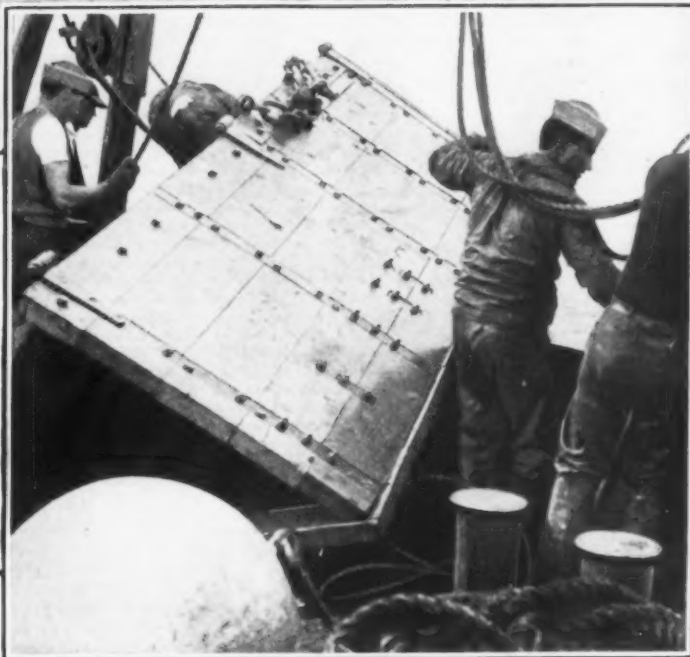
The Navy has three mine layers, the *San Francisco*, *Baltimore*, and the *Dubuque*. The picture shows the inclined track, from which mines are launched from the vessel's stern.

THE NAVY'S MOST PERILOUS TASKS



SEALING UP THE HARBOR GATE

Since the entrance of the United States into the great war, precautions have been taken which no other American war ever necessitated. Patrol boats and enormous nets have guarded the entrance to principal harbors, and ships have been permitted to enter and leave only under the strictest regulations. The photograph above shows the long line of buoys which mark the position of the net closing an Atlantic Coast harbor. No torpedo or floating mine can pass through it and destroy the ships within. The light buoys, seen in the picture, mark the center of the gate in the net which is opened in the daytime and closed at night.



MAKING THE SEA SAFE FOR SHIPS

The passage of a ship through a mine field is the most hazardous sort of undertaking. There are two methods of making the channel safe again, counter mining and mine-sweeping. When a field is counter-mined, electrically controlled mines are exploded at regular distances and the explosion sets off the other mines in the near vicinity, clearing a channel through which a ship may steer. Mine sweeping is done by two small boats with shallow draught, dragging between them a cable or chain weighted with "kites" such as the one shown at the left. The cable, catching the hidden mines, brings those to the surface which do not explode, and gun fire from the boats destroys the mines. "Kites" are made of heavy planks, from 20 to 90 feet long, bolted together to give the "kite" a triangular form with 8 feet sides. The whole structure weighs a ton.



THE DANGER OF THEIR WORK DOES NOT TAKE THE SMILE FROM THE JACKIES' FACES

So serious a menace is the submarine mine that the problem of removing it has been given much attention. Various devices were employed by the British against the Turkish mines in the Dardanelles, and the use of steam trawlers to keep sea lanes open has been highly developed.

The photograph above shows the crew of the United States mine sweeper *Crest* enjoying a few minutes of rest after a day of practice in a mine field. The large spheres in the foreground are buoys such as those, shown in the picture at the top of the page, supporting the harbor net.

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



GROOM



KILDUFF



BATES



McINNIS



FABRIQUE

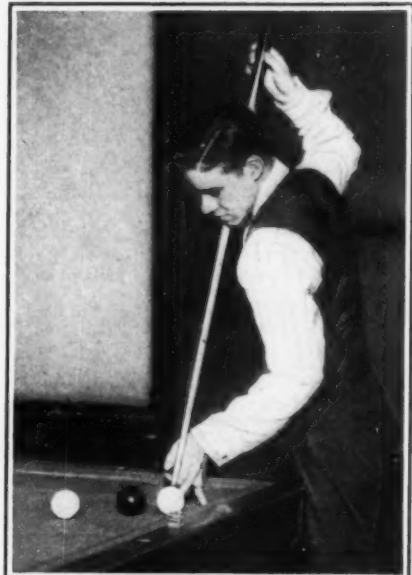


THEY ARE MAKING TRACK HISTORY

Here they are, Coach Henry F. Schulte, of the University of Missouri, who has developed a new style of hurdling, and his world's champion pupil, Robert I. Simpson, who recently added his eleventh world's record to his many achievements.

THERE ARE ALWAYS SOME STARS TO TWINKLE

Although rain and cold weather caused an unprecedented number of major league games to be postponed in the first few weeks of the current season, more players won places in the baseball spotlight than in a correspondingly early period of any past year. Two of these springtime stars are Lavern "Bunny" Fabrique, new shortstop of the Dodgers, and Pete Kilduff, the Giants' utility infielder. "Bunny" struggled for ten years in the "bushes" before he obtained a real opportunity to prove his worth in the big show, but as leadoff man of the Brooklyn National League champions he was about the only consistently good player when the team slumped frightfully in the early season's play. With Providence last year he hit .315 and fielded .932 in 139 games. When Charlie Herzog, captain and keystone performer of McGraw's outfit, fell while attempting to kick a bit of gum from his shoe, and was so severely injured that he was out of the game for weeks, the fans were certain that the all-star lineup of the New York team had been too badly punctured to permit it to continue to win consistently. But into the breach stepped Kilduff, who hit and fielded like a veteran of many big league campaigns. Bob Groom, twirling for the Browns, in a recent double-header against the White Sox, won fame by keeping his opponents from hitting his delivery for eleven consecutive innings. He came to the rescue of his team when the eighth inning of the first contest opened and worked throughout the second. In the latter but twenty-eight men faced him. Incidentally, the Browns won both games. Slowly but surely Connie Mack is whipping his Athletics, the jest of the sport world in 1916, into a baseball team which some day will be a credit to him and one of which the Philadelphia American League fans will be proud. In the work of reconstruction he has been ably assisted this season by the dependable "Stuffy" McInnis, the star first baseman of the outfit for many years, and Third Baseman Bates, who has come back to the big time "with bells on." The pair are among the best and most consistent hitters on the Johnson circuit, and are among the dozen able to bat around the .300 mark. Both are within a few points of Ty Cobb's mark.



A YOUTHFUL BILLIARD WONDER

Welker Cochran, of Chicago, is one of the best young billiard players in the country. In a recent match with Albert Cutler, veteran New York billiardist, Welker, by taking the last three games gained a tie in his 18.2 balkline billiard exhibition.



HIGH OFFICIALS OPEN SALT LAKE CITY BASEBALL SEASON

At Salt Lake City over 10,000 fans saw a remarkable baseball opening. The men in civilian clothes shown above all took part. They are, left to right, J. Farley White, Chief of Police, who was first at bat; Rev. Elmer J. Goshen, pastor of the First Congregational Church, shortstop; J. E. Frick, Justice of the Supreme Court, umpire; Simon Bamberger, Governor of Utah, pitcher, and Frank S. Murphy, President of the Salt Lake Bees. It was the opening of the Pacific Coast League season, and soon the civilians gave way to professionals.



EASTERN CANOEISTS HOLD ANNUAL CRUISE

The Ramapo cruise, the greatest of the several annual events staged by the Atlantic division of the American Canoe Association, took place recently and surpassed all previous trips over the course, both in the number of participants and quick time made. The start was on the Ramapo River at Suffern, N. Y., and the cruise terminated at Mountain View, N. J. This stream is termed "Fast Waters" by the canoeists, who declare it the hardest river in the East for small craft to navigate.



YALE'S LAST BOAT RACE TILL WAR IS OVER

This is Yale's powerful varsity eight-oared-shell crew, which defeated the representatives of Pennsylvania recently, on the Schuylkill, by a quarter of a boat length in what will be the last intercollegiate competition for the Blue oarsmen while the United States is at war. This was the junior varsity at the beginning of the season, but two days before the big race

the Yale coach decided to shift and make it the varsity eight, and the crew made good by a victory. The winners' time in the race was 6m. 52s., and the average weight of the men was 175 pounds. The lineup of the crew was: Woodward, coxswain; Adams, stroke; McNaughton, Coleman, Atkins, Page, Vail, Lovejoy and Wooley.



THIRTY THOUSAND SALMON ON THE FLOOR
OF A CANNERY IN OREGON

The Chinese are great consumers of canned salmon and many of our Pacific Coast fisheries cater exclusively to their trade. These people recognize the brand by the trade mark and any alterations in an established mark work havoc among its customers. One San Francisco salmon packing house lost its Oriental trade by changing the picture of the salmon from leaping down stream, to showing it in its correct attitude of jumping up the stream, over the falls, for the purpose of spawning. When the new tins with the proper picture of the salmon were sent to the Hong Kong market the laconic Chinamen refused to accept it, saying "no samee chop."

THE average American eats twenty pounds of fish per year. This includes oysters, clams, crabs, lobster, shrimp, and mussels. One dietary authority states that two hundred miles inland from our three coasts, the consumption of fish-food, per person, is less than a half pound annually.

For purposes of comparison it may be well for me to state that each inhabitant of the British Isles has fish on his bill of fare to the extent of one hundred pounds every twelve months, while the fish consumption, per capita, in Germany is one hundred and twenty pounds; Holland, one hundred and thirty pounds; Norway, Sweden and Denmark, one hundred and fifty pounds; China, two hundred and twenty-five pounds and Japan nearly five hundred pounds.

Latin-Americans are the only people who eat less fish than do the inhabitants of the United States, and this despite the fact that most of their countries have large seaboard. A peculiar feature about the inhabitants south of the Rio Grande is that they prefer the old-style dried cod-fish, as salt as Lot's wife and with the skin and bone attached. This forms the essential ingredient of "bacalao á la Vizcaya," a dish to be seen on all tables in Spain, Portugal, Italy and South and Central America on Friday. With oceans of water about them, teeming with fish, they are in reality too lazy to go after them and prefer buying them from the fisherman of the Maritime Provinces, whose small schooners bring cargoes to these countries yearly, returning with salt from Turk's Island, sugar from Cuba, rum from Barbadoes or Jamaica, and tobacco from other localities, all of which they have taken in exchange for their dried cod.

There is absolutely no sane argument against the larger and more extensive use of fish as a daily diet throughout the length and breadth of this land. It is ideal as a food. It is highly nutritious and rich in proteins. It is most easily digested. It contains in great abundance the chemical ingredients for making bone, muscle, and tissue. As a food nothing detrimental can possibly be said against it. Fish, with the exception of a few species, are clean feeders. For this reason their meat is extremely wholesome. No fish is as promiscuous and unclean in the provender it consumes as the hog.

The United States Government, realizing that we eat less fish than the people of other countries, is beginning a national advertising campaign to urge upon the American public the value of fish as a food, from both the standpoint of economy and of health. Last year, for example, the United States Fish Commission, under the able direction of Dr. Hugh Smith, the Fish Commissioner, introduced Americans to the tile-fish, using for this purpose the press of the country. This deep-sea denizen was appropriately exploited by articles in papers and magazines, by posters, colored cards and hangers adapted to be displayed in grocery stores, markets and fish-stalls. As a direct result

FISH CUT THE COST OF LIVING

BY W. E. AUGHINBAUGH



TWO OF A FISHER-MAID'S PRIZES

This picture of a Puget Sound fishing girl shows that women are doing their bit along piscatorial lines as well as in agricultural work. Since the beginning of the war many women have gone into the canning factories on the west coast, occupying the positions formerly held by men.

of this propaganda 15,000,000 pounds of tile-fish were consumed by the people of New York City in 1916, and \$600,000 added to the receipts of the local fishermen, while at the same time the reduction in the cost of living to those who ate the tile-fish was enormous.

This season and in the same manner the Fish Commission is exploiting the grey-fish. This piscatorial personage is so plentiful in the Atlantic and Pacific Oceans, and so easily caught, that it may be tinned and sold for ten cents a can, yielding a profit of 33 percent. So great has been the demand for this fish alone that this year the canneries were unable to fill the orders received, and the Fish Commission has records of fish plants which were obliged to turn down orders amounting to 1,750,000 tins.

Within the past three years, due to the increase in the cost of living, and possibly the further fact that we are eating more fish than in former years, fish have increased from 31 percent, to 98 percent, in value, the wholesale and retail fish-dealers being the ones to gain thereby, while the increase in price per pound paid the fisherman has been seldom over 2 percent.

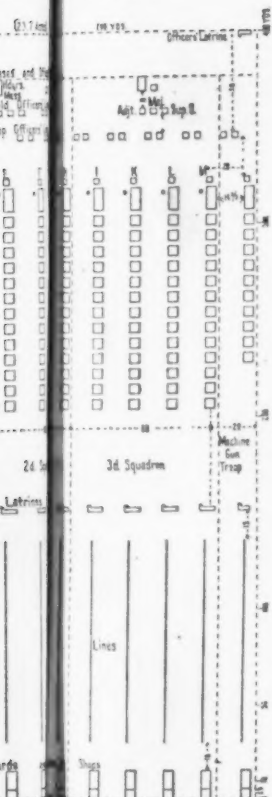
I know of no business offering greater inducements for profit and no other industry in the world that can rely on the United States Government to conduct its publicity campaign. A bill has been introduced in Congress giving the United States Fish Commission \$250,000 for the purpose of acquainting the American public with the cheapness and value of fish as food. Many arguments may be presented in support of those contemplating entering the fish business. Fish are most prolific. They breed in profusion along our coasts and in our rivers and lakes. They require no attention but feed themselves. There never is a crop shortage. They develop despite drought or sunshine, rain or freezing weather. They need no protection from the elements. Their by-products, such as fish-skin glue and fertilizer, alone yield enormous revenues. All this is true of no other commodity and explains why fish as a food will always cost less than any other staple, no matter what may be the economic state of a nation.

No country in the world is so completely surrounded by waters containing this standard dietary article. No country has profited less by its fisheries. We have completely ignored the opportunities within our reach. With

(Continued on page 744)



ER DUN MEXICO



REGULATIONS
 The above plan of a regiment of cavalry, showing the positions of the mess houses, troop offices, and other buildings, is interesting to note that in business streets.

buildings or huts especially constructed for them they are "in cantonment." All camps are laid out to preserve the integrity of the various units and to reduce confusion to a minimum. In drawing up camp plans and selecting sites, every precaution is taken to give troops all possible comfort and full protection against

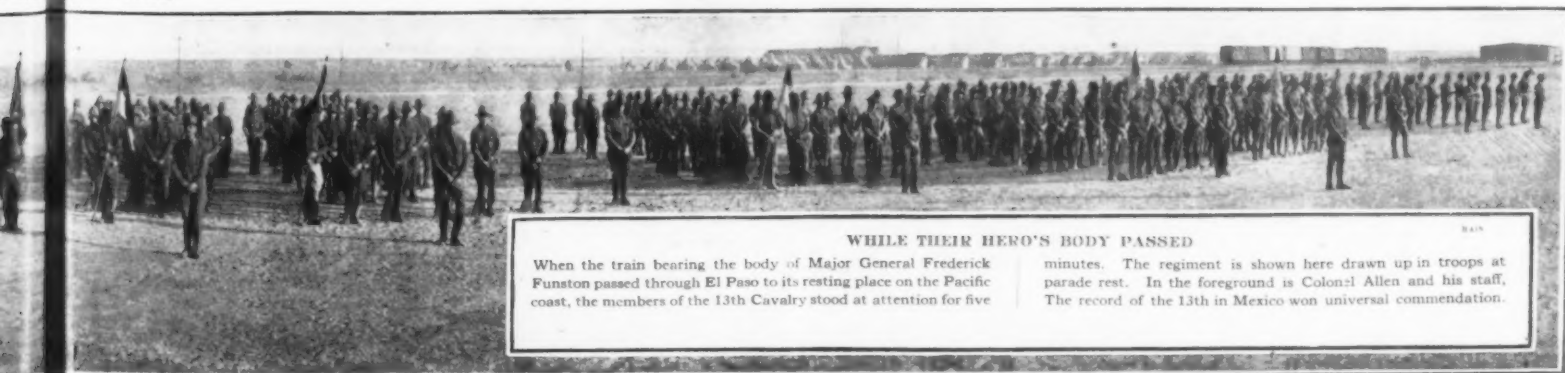
disease and attack; sanitary engineering has reduced the old dangers of camp life to a minimum, and uncleanness has become the one unpardonable crime. Each of the four regiments encamped above is entitled to 23 acres, the standard space required for men, horses and train in the camp in army regulations.



A TROOP IN ACTION

Before heavy artillery, machine guns and trench warfare made the cavalry charge impractical, war held no more glorious sight than the charge and shock of cavalry conflict, and he would be faint hearted indeed who would not "get the

swing" and spirit of the line which comes thundering up this Staten Island hill, sabres drawn, and red and white guidon fluttering in the breeze. Since the days of chivalry the mounted man has impersonated all that is spectacular in war.



WHILE THEIR HERO'S BODY PASSED

When the train bearing the body of Major General Frederick Funston passed through El Paso to its resting place on the Pacific coast, the members of the 13th Cavalry stood at attention for five

minutes. The regiment is shown here drawn up in troops at parade rest. In the foreground is Colonel Allen and his staff. The record of the 13th in Mexico won universal commendation.

PEOPLE TALKED ABOUT



ALL FOR HER COUNTRY

Mrs. Esther Gaddis, after giving her three sons to the colors and her daughter to the Red Cross, is preparing to go to the Charleston Navy Yard to run a sewing machine for Uncle Sam. Mrs. Gaddis is a small woman, nearly sixty years old, who has been an attendant at the Hotel Ansley, Atlanta, Georgia. "Of course," said Mrs. Gaddis, recently, "I didn't want to see my sons go into this struggle, but now that their duty calls them I want them to fight with all their might. If I had a dozen children I would want them to do the same and I think that I could do something myself to help the country."

LEAVES CONGRESS TO ENTER THE ARMY

Representative Augustus Peabody Gardner of Massachusetts, who for three years has led the preparedness fight in the lower house, has retired from Congress to enter the military service as a colonel. Colonel Gardner saw service in the Cuban war and throughout his life has had a marked interest in military affairs. While his spirit in entering the Army has met universal commendation, there are many who regret the fact that he will not be in Congress these trying days when it is necessary to put into effect the policy his foresight long ago pointed out to the country as necessary.



TO COMMAND OUR MARINES IN FRANCE

Colonel Charles Augustus Doyen of the Marine Corps has been selected as the man to lead our soldiers of the sea on the western front. Though Washington has announced that 2,600 men will comprise the first Marine contingent, it is likely that they will soon be followed by thousands of additional men. While Colonel Doyen has seen much service in the West Indies, Philippines and other outlying points, he has since 1915 been in charge of the Marine barracks at Washington. Colonel Doyen is fifty-eight years old. He was born at Concord, New Hampshire and is a graduate of Annapolis.



RAISING THE LIBERTY LOAN

When William G. McAdoo, Secretary of the Treasury, started the Liberty Loan campaign in St. Paul, he met with an immediate patriotic response. The publicity which had preceded the actual issuing of the bonds made the loan and its purposes familiar and aided greatly the work of the Liberty Loan Committees. The bonds, which are issued in denominations as small as \$50 and \$100, have been seized eagerly by individuals in every walk of life, and whole blocks of bonds totalling millions of dollars have been subscribed for by business concerns. Retail and department stores have arranged to sell the bonds and the \$10 participation certificates for those who desire to have a part in the great patriotic fund but have only a small amount to invest. Five of these certificates may be turned in for a \$50 Liberty Bond. Secretary McAdoo, seen here in earnest conversation with Louis W. Hill, one of the country's leading railroad men, is particularly gratified by the enthusiastic response to the Government's call for funds.



EMPRESS ZEODITA OF ABYSSINIA

After deposing a grandson of Menelek and waging a sanguinary civil war, the people of Abyssinia have accepted as their queen, Zeodita, the daughter of the great Menelek. The Empress is a woman of forty, short of stature but of proved ability. She is friendly to the Christian population and to the cause of the Allies, though her predecessor had been most intolerant.

Greater Loyalty from Republic Users

WHEN you meet a man whose car is equipped with Republic Tires, it will be worth your while to sound him out.

You will nearly always find that he is an enthusiast.

This has been true for years. The Republic has always borne a good reputation.

But during the past year, in particular, the Republic owner has become even more of an enthusiast.

The discovery and development of the Pröidium Process of toughening Republic rubber does undoubtedly lengthen the life of the tire.

It is a much better tire than it was before—and it always has been a good tire.

One owner has described the effect of the Pröidium Process in very graphic terms.

"My Republic Tires seem," he says, "to wear as though they were being ground down slowly like a piece of metal on a grinding wheel."

He has hit upon an actual description of the facts.

That is exactly the way Republic Tires do wear down—as tho' they were being slowly and evenly ground down.

The road does not chip or cut them, as is usually the case.

There is, therefore, a very real and practical basis for the interest the Republic user takes in his tires.

He really is getting more miles out of them.

The tire that gave him the first practical non-skid rubber tread—the Staggard, from which all others developed—has also given him the first real proof of longer life.

We repeat, it is worth your while to sound the first Republic user you meet.

Thanks to the Pröidium Process, he has found a way of saving money which is also open to you.

*Republic Black-Line Red Inner Tubes have
a reputation for freedom from trouble*

The Republic Rubber Company
Youngstown, Ohio

*Originator of the First Effective Rubber Non-Skid Tire
Republic Staggard Tread*

Republic
STAGGARD
PAT. SEP. 15-22-1908
Tread

REPUBLIC TIRES



Boyhood Days had nothing on this

When it comes to recreation every man is a grown-up boy—and trapshooting comes nearer to satisfying that boyish longing to "pot" something than any other sport.

After a fine, sunshiny afternoon at the traps your mind is relaxed, your nerves are set up again. It's the ideal sport for men and women.

Easy to "get onto"

At the traps you always find an "old hand" glad to stand by and coach you while you shoot your first string. You will soon "get onto" the flying targets. In trapshooting you don't aim as you do in shooting at a fixed target. You just keep your eye on that little flying "bird" and your gun instinctively follows into line.

Once you fit a gunstock to your shoulder and "get onto" the flying target, you are a confirmed trapshooter. The fascination of the sport has "got" you. You will be surprised, too, at the amount of fun you can get for the money.

People are daily coming to realize the genuine recreation that trapshooting offers. Every day new trapshooting clubs are springing up all over the country.

There is undoubtedly a club in your own neighborhood where you can start right in. But if the trapshooters in your neighborhood haven't organized yet, write to us and we will help get the club started. While you are making arrangements for a permanent club you can use a hand-trap to practice up with—inexpensive but good sport.

Starting the sport right—the gun to use

To start trapshooting right it is most important to get the right sort of gun.

To handle well, and permit quick and accurate pointing, a gun must be properly

balanced. It must not be muzzle-heavy or have too much of its weight in the breach or in the stock.

The choice of those who know

On account of its safety, strength, lightness and balance, the beauty of its lines, the mechanical correctness of its design, the Winchester shotgun has been classed by critical experts "The Perfect Gun". It is the choice of trapshooters the country over. Its action is smooth and sure and its ejection positive.

The Winchester shotgun is made in both the hammer and hammerless models. The Model 12, hammerless, is made in the standard 12 gauge and also in the lighter 20 gauge—more popular with women and new shooters because of its lightness and very slight recoil. The ammunition for the 20 gauge gun costs less.

Model 97—12 and 16 gauge—is made for those who prefer a pump gun with a hammer. It is practically the same as the Model 12 but with hammer action.

What the name "Winchester" means

The Winchester Company is the greatest organization of its kind in the world.

No Winchester barrel varies one one-thousandth of an inch from a straight line, or one one-thousandth of an inch in thickness or diameter. Every gun or rifle that bears the name "Winchester" is fired over fifty times with excess loads for strength, smooth action and accuracy.

This care in manufacturing explains why more Winchester are used by expert shooters than all other small arms combined.

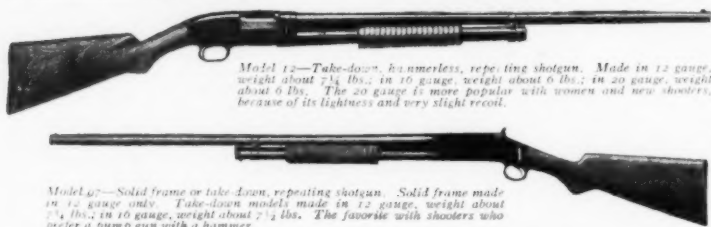
Write for the Winchester Catalog

For more detailed description of these guns ask your dealer for the new 1917 Winchester catalog, or send direct to us for it.

We have prepared an interesting illustrated booklet on the Sport of Trapshooting. Your dealer can supply you with one, or we will send you a copy free upon request.

Find out about trapshooting at once. Go out to the club next Saturday and get started.

Winchester Repeating Arms Company, Dept. 33, New Haven, Conn.



Model 12—Take-down, hammerless, repeating shotgun. Made in 12 gauge, weight about 7 1/2 lbs.; in 16 gauge, weight about 6 lbs.; in 20 gauge, weight about 6 lbs. The 20 gauge is more popular with women and new shooters, because of its lightness and very slight recoil.

Model 97—Solid frame or take-down, repeating shotgun. Solid frame made in 12 gauge only. Take-down models made in 12 gauge, weight about 7 1/2 lbs.; in 16 gauge, weight about 7 1/2 lbs. The favorite with shooters who prefer a pump gun with a hammer.

WINCHESTER

World Standard Arms and Ammunition

JUDGE HAS THE LARGEST CIRCULATION
OF ANY HUMOROUS PERIODICAL

Pay for a Conn in Small Monthly Amounts

NOW you can pay for a Conn instrument in small monthly amounts. The "New Wonder" Conn Cornets are the easiest blowing—and the most perfect in tone. Used by all great solo artists. With a Conn Saxophone you can learn to play popular music in a few days. Sent to you for free trial.

Write Today for Catalog Send us your name and address for our new catalog and special offer. No obligations.
C. G. Conn, Ltd. Dept. A 244 Elkhart, Ind.

MEN WHO ARE MAKING AMERICA

(Continued from page 731)

to such an extent that the building at Broadway and Ninth Street, though many times the size of the old Stewart building on Broadway and Chambers Street, had to be supplemented by the construction of a still more commodious mercantile palace covering the whole of the adjoining Broadway block, the twin stores giving 32 acres of floor space and forming perhaps the best-known department store in the metropolis.

Even more Napoleonic achievements were in progress at Philadelphia. These were crowned in 1910 by the completion of the present Wanamaker store with its forty-five acres of floor space, one of the most remarkable mercantile castles in the world and in certain respects wholly unique—its school and university features, its musical facilities, its accommodations for entertainments and other social events, and its art gallery.

The youth whose receipts during his first day's business totaled \$24.67, and who spent all but the cents in advertising, today is America's largest general purely retail store owner, having distributed, in his lifetime, into the homes of the American people more than half a billion dollars of goods.

He employs in busy seasons a maximum of 15,000 workers in his stores alone and is also a manufacturer on no small scale, while his branch offices in Europe and his traveling representatives in the Orient and elsewhere comprise another small army.

But it is not so much of Wanamaker figures that I wish to write: the spirit, the ideals, the ambitions, the qualities which have given them birth are of infinitely greater importance. They are John Wanamaker's greatest monuments and will do most to keep his memory honored.

For almost a generation the Wanamaker stores have trained citizen soldiers who oftener than once have stepped, full trained, into the field when their country has called, just as they are stepping today. The Wanamaker soldiers have gone into camp training regularly every year, they have been systematically instructed by capable officers, they have had a full-fledged military band and bugle and drum corps and they have supplied the United States with more than a handful of regular army officers.

Music, too, has been blended with merchandising by John Wanamaker. There is a John Wanamaker chorus of 500 voices, there are junior and senior choral societies, there are minstrel corps comprising hundreds of members. The grand organ in the Philadelphia store is the most powerful in the world—over 60 horsepower—and has so many parts that when it was removed from the St. Louis Exposition to Philadelphia it filled thirteen railway cars and took several years to be put together again. One Wanamaker concert hall seats 1,400 people and there are others seating hundreds. The Wanamaker musical entertainments and oratorios have enriched the musical education of both Philadelphia and New York.

Art, also, has been mixed with Wanamaker's storekeeping. Not only have Mr. Wanamaker and his son Rodman Wanamaker brought together a wonderful collection of paintings in their stores, not only have they inspired many to appreciate and to acquire good pictures, but art has been infused into the appointments of their stores, including the House Palatial.

Recreation has been given little less attention than education. On the Philadelphia store roof there are running tracks, tennis courts, basketball courts and other facilities for athletics, while athletic clubs are attached to both stores and enjoy opportunities for their activities in the country.

Years and years ago Mr. Wanamaker began mixing his business with such innovations as bonus-sharing every December with his employees, an insurance association which has distributed \$500,000 among employees, building associations, a pension roll, a circulating library and, of course, medical and hospital benefits. He was the first great retail merchant to establish a

Saturday half holiday for employees and in more recent years he led the way in allowing a full holiday every Saturday during July and August.

The extent of John Wanamaker's non-mercenary activities outside his store might well scandalize merchants who have an eye and a heart only for profits.

He founded the famous Bethany Sunday School, now among the largest in the world, when he was twenty, and has guided and supported it ever since. He was the first salaried secretary in America of the Y.M.C.A. and erected Y.M.C.A. and college buildings and churches in India, China, Japan and other foreign countries when still a comparatively young man. He helped to establish the Presbyterian Hospital of Philadelphia and his family donated a children's ward; he was president of the First Penny Savings Bank there; he was one of the founders of the Christian Mission during the Civil War; he took a leading part in raising the first million dollars for the Centennial Exposition of 1876; he was a foremost organizer of the Citizens Relief Committee for relief in the Irish famine—and has ever since been among the first to rush succor wherever and whenever catastrophe has created dire need, his latest conspicuous service in this connection being the dispatching of food-laden ships to stricken Belgium when that land was laid waste.

Mr. Wanamaker even found time to discharge important political duties, which culminated in his appointment by President Harrison as Postmaster General of the United States from 1889 to 1893, during which time he established a rural free delivery as well as sea postal offices, and also did much to secure the abolition of conducting lotteries by mail, to bring fast foreign mail steamers under the American flag and to secure international two-cent postage.

But, after all, these are not the most important things that John Wanamaker has mixed with business. His greatest service has been in elevating the whole standard of storekeeping, in making it possible for workers behind the counter to maintain their self-respect, in securing honest treatment for customers, in introducing and adhering to such commercial standards that it became practicable to be a merchant or a store employee and at the same time a Christian, a follower of the Golden Rule. The reformation—the revolution—in the treatment of customers by merchants which has occurred within the lifetime of most of us has been accelerated by the example of John Wanamaker more than that of any other individual. That is a strong assertion but it is not beyond the truth.

My notebooks contain so much data about his career and his characteristics that reproduction of sentences from them, picked at random, may best convey what manner of man he is: No Wanamaker driver is allowed to carry a whip. He provides for many unfortunates whom he has rescued. One of his favorite pursuits is scouting for down-and-outs. During the first eight years he was in business he was not off a single day. His associates declare he has extraordinary powers of concentration and phenomenal versatility in turning from one matter to another. Among his hobbies are horses and flowers. His office door is always open to even the humblest storeworker. It has been his lifetime custom to be early at the store and to wait for the report of the day's sales from the head of each department. He has tremendous recuperative powers.

John Wanamaker knows no games. He finds his recreation in his work and in his multirarious outside activities. He has never advertised on Sunday and will not discuss business on that day. He never takes his business troubles home with him. They are locked in when the store is locked at night. The little editorials which appear daily at the top left corner of his large

(Continued on page 744)

Wilson Brings to You Lower Phonograph Prices

Save \$40 or More on a Beautiful Instrument of Highest Musical Excellence

Read This Letter—One of Many We Have Received from Satisfied Customers

Wellington, Mo., May 19, 1917
"Wilson & Co., Kansas City, Mo.

Gentlemen:

Please enclosed find check for Wilson Talking Machine. This little machine is a wonder and you could not take it out for less than \$100 if I could not get another.

I was in the market for a machine and was just about to

buy a machine priced at \$100 when I ran into your salesman, Mr. Van Alstine, and bought the Wilson which I think a better sounding machine.

I am a salesman for one of your competitors. If I do not get your meat business, I am for you on your Wilson Talking Machine for it is certainly well worth the money.

Respectfully, J. T. LARKIN"

The WILSON Phonograph

Plays all Makes of Disc Records, with Rich, Full Tone

\$42.50 and \$62.50



\$42.50

Model A-D-S—Including 3 Double Records
Choice selection and 3 Albums

This Mark Your Guarantee



Pacific Coast Agents:
B. H. DYAS & COMPANY
7th Street & Broadway
Los Angeles, Cal.

These big-size, big-value cabinet phonographs have every essential feature found in the highest priced instruments and play all makes of disc records with wonderful brilliancy and beauty of tone. Magnificent in design, rich mahogany finish. Constructed entirely of wood. Tone chamber of same wood as sound board of finest pianos. *Simply reverse reproducer to change from one make of record to another.* The Wilson Tone Regulator makes possible loud or soft playing. Ample storage room for large collection of records. **Double spring motor** same as used in all high priced machines. Your assurance of satisfaction is the broad guarantee of this company.

Note the Liberal Dimensions

Model A-D-S	Height 39 in. Width 15½ in. Depth 17½ in.	Model B-D-S	Height 44 in. Width 18½ in. Depth 20½ in.
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Our 30-Day "Approval" Plan

If there isn't a Wilson dealer near you or your dealer cannot supply you—we will send the Wilson phonograph for you to examine. If you like it, pay express agent our special price—\$42.50 or \$62.50—and take it home for 30 days trial.

You can tell better by actually playing the Wilson in your own home for 30 days. If not satisfactory, return at our expense and get all your money back. Most everyone sends cash with order, as it simplifies the delivery. Mail coupon today.

Dealers: Write for our Agency Proposition and Co-Operative Sales Plan.

Thos. E. Wilson & Co.

Backed by \$30,000,000
CHICAGO ILLINOIS

U. S. A.



\$62.50 Model B-D-S—Including 3 Double Records
Choice selection and 5 Albums

--- Coupon—for 30-day Trial ---

THOS. E. WILSON & CO.,
1712, 43rd and Hermitage Ave., Chicago, U.S.A.

My dealer
is unable to supply me with the Wilson Phonograph Outfit
you offer. Please ship Model..... Outfit on
your 30-day approval plan—to be tested in my own home.

Name

Address

Satisfaction guaranteed or money refunded cheerfully

WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN
LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

AMERICAN
RAILROAD MEN
IN EUROPE

MODERN wars are fought to a large extent behind the lines. There is where the first contingent of American forces, already trained, will be employed. When the troops come later, they will find 12,000 railroad engineers and construction workers from the United States engaged in building steel highways to link the fighters with their supplies. This army of workers has been enlisted by the War Department under the leadership of Samuel M. Felton, President of the Chicago Great Western Railroad. Plans on file at the War Department indicate that this country will not only supply expert man-power for construction work behind the lines, but that it will furnish all the rails, shovels, ties, locomotives and cars. President Felton is highly qualified for the work of mobilization and organization, having performed a similar service at the Mexican border when General Pershing led an American expeditionary force into Mexico to "get Villa." The men under him will include civil and army engineers, construction foremen and gangs, expert executives and clerks, locomotive engineers, brakemen and conductors. One of the problems of intensive attacks is the prompt bringing up of heavy artillery and other supplies after a successful onslaught against the enemy. This vanguard of American railroad genius is expected to aid materially in the efforts of the Allies to follow up their victories on the western front.

DODGING LLOYD GEORGE recently told the British parliament that if Germany expected to win the war through its submarine campaign it was doomed to disappointment. As this spokesman has invariably been conservative in his statements, much reliance is customarily attached to his utterances. Nevertheless, there is great ignorance regarding the number of submarines destroyed. No U-boat sinkings out of sight of land are reported. The wisdom of this policy is evident. The enemy is not only kept in the dark, but he is prevented from readjusting the movements of other submarines to cover the field of depletion. The recent charge of an American naval officer with the destroyer fleet that this country is being "fed with lies" on the submarine situation is scarcely justified, in view of the absence of British official statements regarding the destruction of the submarines themselves. Happily, Lloyd George's predictions of the outcome are capable of indirect confirmation. While the tonnage of merchant ships destroyed has been enormous, the ocean traffic for the past year has exceeded all previous records. Exports from the United States for the twelve months ending with April, 1917, were more than \$6,000,000,000. These figures have never been approached before. For the same period last year the exports were less than \$4,000,000,000, while for previous years they were \$2,500,000,000 or less. If it be objected that export values as officially reported are not altered by the submarine losses in transit, the same can not be said of imports. For the ten months ending with April, 1917, the imports were valued at \$2,072,000,000, against \$1,723,000,000 in 1916, and \$1,374,000,000 in 1915. Taken together, these figures present comforting evidences against the claim of the submarine mastery of the sea.

ATTENTION. IN a most literal sense, the women of the country are enlisted for the "endurance of the war." More than ever before, however, they will present an organized front. Herbert C. Hoover, selected as head of the prospective department of food administration, looks to the housewives of America to do their bit by eliminating waste. "It is the

idea of the food administration," says Mr. Hoover, "to ask every woman who presides over a household to come in as an actual member of the food administration." Miss Jeannette Rankin, "Congresswoman" from Montana, offered an amendment to the Lever food bill, providing that women be employed in carrying out its provisions whenever possible, and the amendment passed unanimously, with vociferous applause. In accepting the amendment, Congressman Lever said that chivalry joined with good judgment and common sense. Incidentally, Miss Rankin set a good example to her colleagues by confining her remarks to the point and concluding her speech in five minutes. In its propaganda for larger crops the Department of Agriculture will organize the women for service. They will look after the harvest "hands" and extra labor at eating time, and will do all they can to increase the food supply by canning or drying perishable products. The Pennsylvania Railroad Company has announced equal pay for equal work, whether for men or women employees, following up its earlier announcement that as far as possible women would be engaged to replace men called into military service. Other large organizations have made similar statements, and the movement is spreading throughout many States. The whole illustrates the importance attached to the part that women are expected to play in the war. Moreover, it stimulates patriotism through the assurance given in many instances that loved ones wholly or partly dependent will have their chance to become self supporting while their natural protectors are fighting at the front.

ALL KINDS OF NOTHING could better back up the campaign for full publicity than the outcome of the discussion in the press of the controversy over government shipbuilding. Rumors were rife of friction in the Federal Shipping Board. The general public got both sides of the question. Those apparently at loggerheads were helped in the process. It developed that the differences were largely those of definitions. The gist of the situation seems to have been that Chairman Denman wanted to build wooden ships in addition to steel ships, and that General Goethals wanted to build steel ships in addition to wooden ships. It now appears that both will be built. Contracts for 150 wooden ships have been let or are under way of contract. Chairman Denman has also let it be known that General Goethals will have unopposed freedom in steel ship construction. Some remarks made on both sides have served to clear the atmosphere, while the public notice given the controversy has probably aided in stimulating all activities. The question of the seaworthiness of green timbers in wooden vessels has been answered by the claim that boats so constructed have been in the coastwise trade of the Atlantic, Gulf and Pacific waters for forty years or more. While the birds may now be "nesting in the trees" to be used in the proposed ships, the timber can readily be produced. Last year the sawmills of the United States manufactured 40,000,000,000 feet of lumber and they have a capacity capable of turning out 117,000,000,000 feet, according to Government figures. Thus, the production of the necessary lumber for wooden ships is an easier problem than the production of the ore for the steel ships. As to the comparative value of the two kinds of vessels, it is generally admitted that the advocates of the steel ships have the better of the argument. But both kinds are needed in the present emergency, and that as fast as they can be launched into the water. As suggested at the beginning, the entire incident confirms the wisdom of rejecting the censorship clause of the espionage bill.

(Continued on page 753)

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JEWELRY AND SILVERWARE
OF THE HIGHEST STANDARD
IN QUALITY DESIGN AND
WORKMANSHIP

THE TIFFANY BLUE BOOK GIVES DETAILED
DESCRIPTIONS AND RANGE OF PRICES

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NEW YORK

If you're thinking of buying an automobile or motor truck, but are in doubt as to what particular type is best suited to your needs, H. W. Slauson, M. E., editor of Leslie's Motor Department, will give you accurate and unbiased information that will help you decide right.

Mr. Slauson is an automobile expert who is in an unusual position to help settle motor questions.

For years he has been studying the problems of thousands of motorists and his own experience and his complete records of other motorists enable him to advise you promptly and accurately on any matter relating to automobiles, motorcycles, motor boats, motor trucks.

This service is offered to "Leslie's" readers without any charge or obligation. Write him a letter asking his expert advice—or fill out the coupon.

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I am considering the purchase of a (Give name or make if you have any preference, or the price you want to pay.)

Motor Car.....

Motor Truck.....

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Please help me in its selection and give me, free of charge, this special information:

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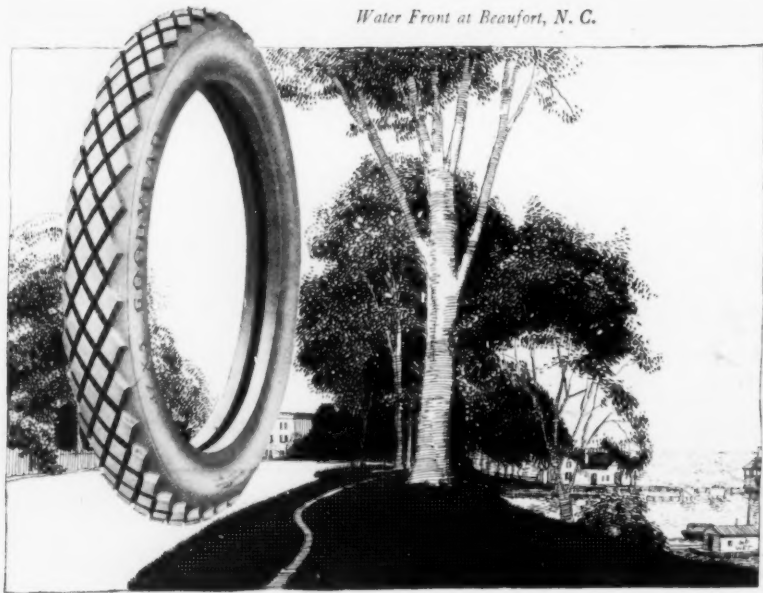
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Name.....

Address.....

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Turning Magnitude Into Mileage

These great Goodyear factories here in Akron mean nothing to you that is not expressed in the Goodyear Tire you buy.

Every economy that can be affected by reason of great size—savings in buying, savings in manufacture, savings in distribution—is turned back into the product, to make it better.

The result is a tire which is unflawed and uncompromised in quality, and yet can be sold at a moderate price—the Goodyear Tire.

A tire that will outserve, outlast and out-value tires built under less favorable conditions.

The motoring public generally has come to appreciate the superior worth and usefulness of Goodyear Tires.

More of them are sold in America than of any other brand.

And the chances are that you, too, soon will be enjoying their advantages in mileage, comfort and economy.

For the margin of Goodyear leadership is growing every day.

Goodyear Tires, Heavy Tourist Tubes and "Tire Saver" Accessories are easy to get from Goodyear Service Station Dealers everywhere.

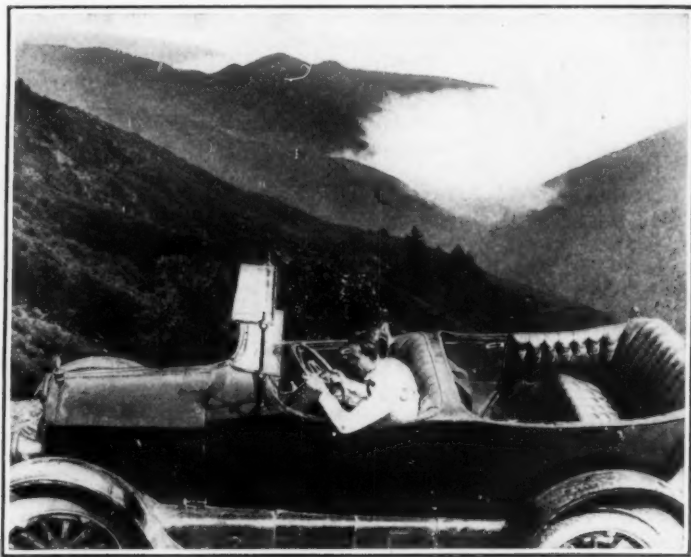
The Goodyear Tire & Rubber Co., Akron, Ohio

GOODYEAR
AKRON

MOTOR DEPARTMENT

CONDUCTED BY H. W. SLAUSON, M. E.

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A HARD TEST FOR THE CARBURETOR

Steady pulling in mountain climbing with wide open throttle requires a more delicate carburetor adjustment than any other condition of touring. A richer mixture is required under these conditions than for steady running on a level road and the carburetor which can serve all requirements without readjustment is the one which will give the greatest economy.

THE "HOW" AND THE "WHY" OF THE CARBURETOR

THE carburetor is popularly termed the lungs of the engine. It is, however, strictly speaking, the air passages corresponding to the nose and throat which lead to the lungs proper, more commonly known as the cylinders.

But, for the purpose of more closely understanding the real functions of the carburetor and realizing the different work it is called upon to do, we will, for a moment, consider it as the mouth and digestive apparatus of the engine through which all of the food in the form of fuel must pass and be transformed before it can be utilized for the production of useful work in the cylinders.

The raw fuel as it is fed to the carburetor from the tank is indigestible, and if allowed to reach the engine would give the latter a bad attack of colic as indicated by back-firing, smoking, spitting through the carburetor, and other evidences of a disordered organism.

It is the purpose of the carburetor to masticate this raw gasoline and transform it into a finely-divided spray which will quickly be transformed into a gas as it passes to the cylinders. Even the raw fuel converted into this pure gas, however, would prove too rich a dose for the cylinders, and this must, therefore, be further changed by dilution of exactly the proper quantities of air. The cylinders form a most sensitive stomach and any change from the proper palatable mixture will be accompanied by the usual distress signals.

Furthermore the carburetor must feed this properly treated charge or mixture to the engine in varying proportions and amounts for different engine speeds and climatic conditions.

Could the designers of early gasoline engines and carburetors have foreseen the indigestible mixtures of gasoline and kerosene fed to the engine at some of our modern filling stations, they would have given up the attempt to produce the present type of automobile engine as a hopeless task. Their lot was easier, however, for the reason that while the industry was in its early stage of advancement, the fuels then available were far more easily digested and did not require so active a co-operation on the part of the carburetor as do those in use at present.

Fortunately, therefore, carburetor designers have been able to more than keep pace with the so-called deterioration in the quality of the fuel.

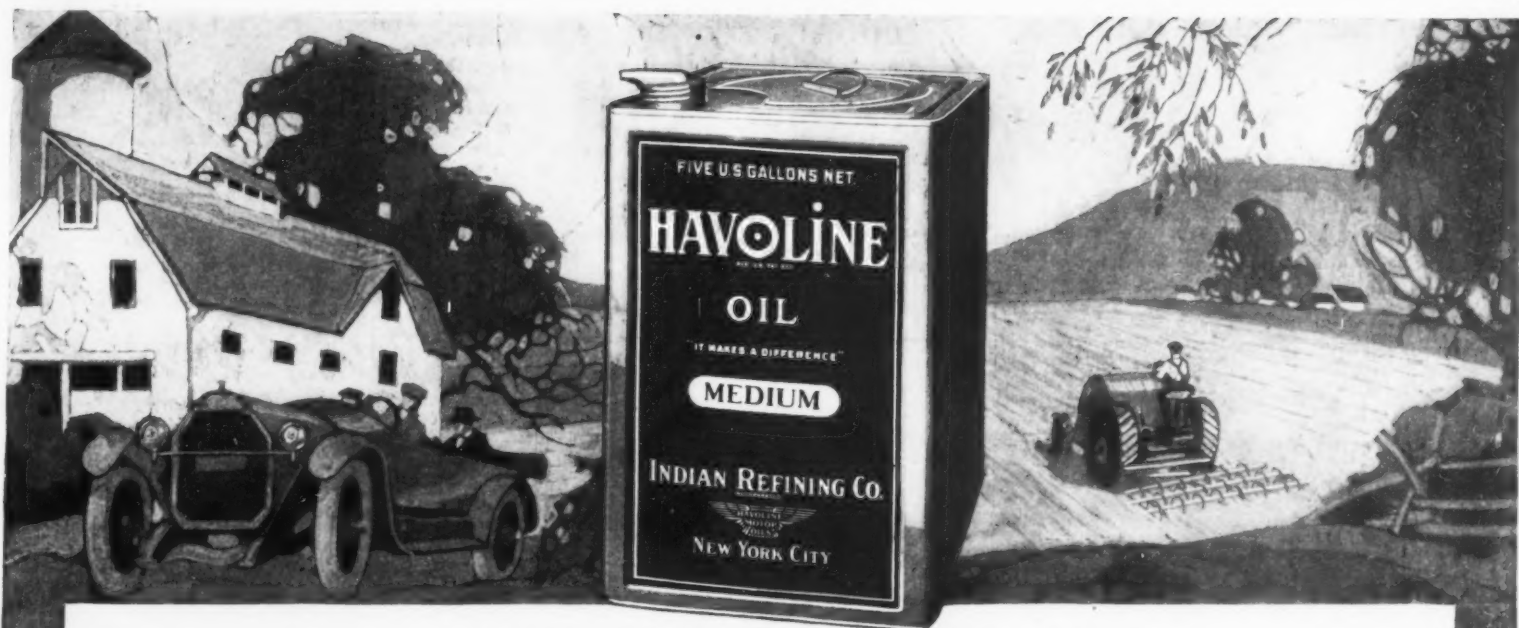
The early forms of carburetors consisted of a fuel-saturated wick over which the air was sucked on its way to the engine. This presented a large surface of fuel which was readily vaporized to the proper gaseous state. But such a device was not readily adjustable and was not sufficiently flexible for the various speed requirements and road conditions of an automobile engine. Hence, the modern jet type of carburetor.

This consists primarily of a small reservoir, known as the float chamber, which is kept filled from the main or auxiliary tank by means of gravity or air pressure. This reservoir is known as the float chamber because the level of the fuel within it is kept at a constant height by means of a float which actuates a small valve guarding the entrance of the fuel feed line. When the level of the fuel reaches the proper height in the float chamber, the float raises and automatically closes the valve. A float which is improperly set, or an accumulation of dirt under the seat of the regulating valve, is the cause of many a leaky carburetor which results in a loss of fuel and apparent high gasoline consumption of the car.

When the engine is running the suction created in the cylinders at the descent of the piston creates a partial vacuum, which sucks the gasoline in the float chamber through a small opening known as the needle valve. This opening may consist of a single pin-like hole, or a series of such holes, but its purpose is to divide the fuel into a fine spray, automatically varying in amount as required by the speed of the engine and the amount of suction in the cylinders.

At the same time when the fuel is sucked through this minute opening at high speed, air is also admitted to the cylinders by way of the intake manifold through an air opening in another portion of the cylinder. The amount of this air so admitted is accurately controlled by means of automatic valves, but this amount is some 18 or 20 times greater than that of the gasoline vapor admitted.

(Continued on page 748)



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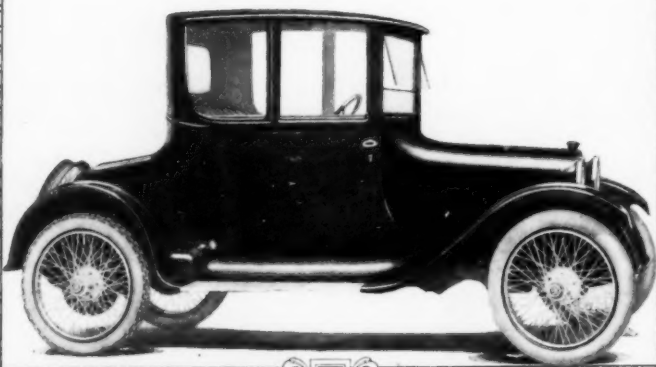
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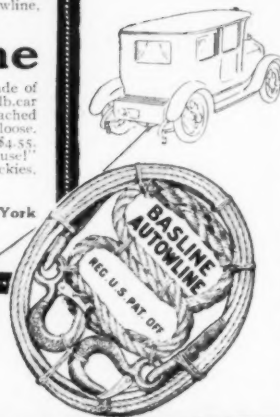
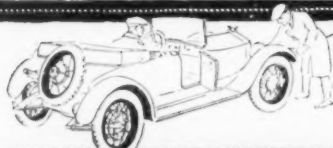
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MOTOR DEPARTMENT

(Continued from page 746)

With fuel of a good quality, the finely divided spray will be turned into a gas by the further action of the rapid flow of air with which it comes in contact. The raw food, after being properly diluted and rendered palatable, goes on its way to the cylinders, where it is welcomed and thoroughly digested by the ensuing spark which takes place when the piston has reached the top of its stroke and has thoroughly compressed the mixture.

With the tremendous increase in the demand for gasoline, accompanied by an actual decrease in the available supply of the crude oil from which such fuel is obtained, it is but natural that the quality of food available for the gasoline engine has deteriorated. The use of such inferior food means that a cold engine will have difficulty in digesting the mixture fed to it by even the most efficient carburetor. The reason for this lies in the fact that the lower grades of gasoline do not vaporize so readily as do those of higher test, and in consequence a certain portion of the spray remains in its finely-divided globular form without passing over into the gaseous stage.

Therefore, in order to obtain the proper proportions of gasoline gas and air an excess amount of fuel must be passed through the needle valve, and this condition results in the three most pronounced symptoms of modern motor car ills. First, the excessive fuel consumption of a cold engine, due, as may be inferred, from the use of the excessively rich mixture required to compensate for the inferior portion of the raw fuel. The second is the frequent necessity of draining the oil reservoir caused by its dilution with the gasoline, which in this overly-rich mixture strikes the cylinder walls, is condensed and runs down past the piston rings. The third is the excessive accumulation of carbon resulting from the extra amount of fuel which must be fed to each cylinder and a large portion of which is not thoroughly consumed at each explosion.

As food for delicate organisms is rendered more digestible if heated, so do we find that this otherwise indigestible food for the engine must first be warmed to obtain the best results. After the engine has become heated the natural heat existing in the cylinder walls and on the piston will serve to assist the proper vaporization, but until this condition occurs, we find that it is advisable to take heat from the exhaust pipe or from the cooling water and apply it to the carburetor so that the raw fuel may be warmed previous to its admission to the cylinders. This heat is merely to assist in the vaporization of the fuel, however, and if perfect gasification could be obtained without it, we would find a greater efficiency and more power obtained by the use of cold air—for it must be remembered that hot air occupies a greater space than does cold, and consequently a greater charge of the latter can be taken in with each cylinder suction than would be the case were the charge previously expanded.

Inasmuch as a considerable amount of running is required to bring an engine and all of its parts to a normal temperature, it will be seen that an unduly rich mixture is necessary for the first few miles of running. This explains why better gasoline mileages are obtained on long runs, than are secured from the same distance traveled in a series of short runs in which the engine is allowed to cool frequently.

There are several ways of obtaining the increased richness in a mixture necessary for starting your cold engine in the morning. One of these is by changing the size of the needle valve opening through which the gasoline passes from the float chamber. This is, as a rule, however, a more or less permanent setting which will result in the use of an unnecessarily rich mixture if care is not taken to reduce the richness after the engine has become thoroughly heated. Some carburetors are not provided with means for increasing the richness of the mixture directly from the dash without interfering with the

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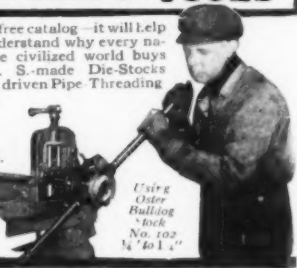
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normal setting of the needle valve. Another method consists in the use of a damper or valve in the air intake pipe which cuts down the amount of air fed to the cylinders. Inasmuch as the suction of the carburetor continues whenever the pistons operate, an increased vacuum is formed which tends to suck a greater amount of gasoline through the needle valve. This is known as the "choke" or the "strangler" method, and, as will be seen, provides an excessively rich mixture as long as the valve is operated.

The ideal food for an engine is the proper mixture of gasoline vapor and pure air which will burn instantly, cleanly and without the deposit of any soot. Because the carburetor takes its air from a point near the road, however, it is but natural that the engine should occasionally receive a large dose of dust and grit with its meals, and it is this deposit which forms a large proportion of the so-called carbon and which represents one of the greatest ills to which a gasoline engine is subject. Therefore, it will be seen that the carburetor or its adjustments should not always be blamed as the sole cause of carbon trouble.

Akin to the carburetor in its importance, is the system of fuel feed employed, or the method by which the gasoline is led through the main supply tank to the carburetor. The gravity system, in which the main fuel tank is placed either under the dash or under the front seat, and is led to the carburetor by force of gravity, is still employed in many cars. Another system, formerly found on a large number of high and medium-priced cars, is that in which the fuel tank is located at the rear, and is subject to pressure produced by the engine. This pressure serves to force the fuel directly to the carburetor regardless of the location of the latter in relation to the fuel tank.

Although both of the above-mentioned systems are still in use, they have been largely supplanted by what is popularly known as the vacuum feed, which consists of a small auxiliary tank located under the hood, above the carburetor, and a suction pipe passing from the intake manifold to the main fuel tank. Located within the auxiliary tank is a float valve, which serves to keep this chamber well filled from the suction induced by the engine at the main tank. The float chamber of the carburetor is thus fed directly from the auxiliary tank.

While the carburetor and other parts of the food digesting system of the modern automobile engine may seem easy to understand, and are, in fact, simple to keep in repair, they are by no means simple to adjust. In this case the old adage that, "Too much knowledge is more dangerous than none at all," holds good, for oftentimes a man who feels that he can remedy apparent defects in his carburetor adjustment only makes matters worse, and in the end will find it necessary to take his car to a carburetor expert for adjustment of the fuel system. This delicacy of adjustment will be better understood when it is realized that a totally different mixture is required for slow running, hill climbing and quick accelerating than is necessary for constant speed running. Furthermore, when it is remembered that there is some fifteen times as much air used in each explosion as there is gasoline vapor, it may be seen that the slightest change of the size of the needle valve opening will make a tremendous difference in the actual proportion of the mixture, and that this consequently is no work for an amateur to perform.

It is seldom that excessive fuel consumption is due to the carburetor itself, provided it has been adjusted by an expert. The use of inferior grades of fuel, short runs, misuse of the choke or other starting adjustment, a poor grade of oil, or a false representation of the dealer or manufacturer as to the mileage to be expected, will oftentimes cause blame to be attached to a carburetor which, in fact, is doing its work well and should receive credit, rather than abuse, for the difficulties which it is forced to overcome.



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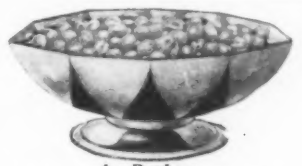
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WILL persons with money never learn how to take care of it? Will they never guard themselves against the horde of tricksters who make a business of taking advantage of the credulous, and especially of credulous women?

For over a quarter of a century I have been doing my best to warn the readers of this department against these tricksters. They have made millions. They "nose out" women who have a little or much money and talk them into parting with it for something worth nothing. They promise anything and "guarantee" everything to their victims.

Bear in mind that no one will make money for you when he can make it for himself. If he offers to give you the key to wealth, suspect him, for such keys are kept by their possessors and not given away to strangers.

The Post Office a year or two ago showed that over \$150,000,000 had been lost by persons who listened to the gold brick schemes, but the game still goes on despite the vigilance of the Post Office Department and the passage of protective measures, known as "blue sky laws," by many states. I speak with knowledge, because nearly every mail brings among its crowd of letters inquiries from readers regarding investments in newfangled oil, automobile, plantation, paper, insurance and other schemes.

Will the people never learn to discount the alluring literature which these shysters send out, and which is written for them by some of the sharpest and brightest writers of our day, whose services can be easily obtained for a few dollars?

Some time ago one of my readers in Detroit was thoughtful enough to send me an exposé of a perpetual motion scheme in a Detroit newspaper. Thousands were taken in by it, and my correspondent said: "This town furnishes more good material for stories of frenzied finance than any other city in the country. It seems that the population is made up largely of two classes—those who have money and those who take it away from them. The separation process does not always entail the use of force. Usually the outstretched palm gets the coin, whether it be that of real estate wizard,

shell game artist or business promoter. The enclosed article from the *News Tribune* deals with just one incident of this kind. The town is on a financial spree. It ought to have a guardian."

The same mail brought a letter from a woman who wrote that her husband was urged by a neighbor to buy a number of shares of stock in a company which the neighbor was promoting. She wrote to Jasper for information about the company. I found that it was one of the cheap schemes of a Chicago faker and the husband was saved his money. I hope he will learn by experience.

From Frazee, Minn., I have a letter from another reader who sends me the details of a ridiculous scheme offered to investors on guarantees of 100 per cent. returns. The letter says: "I am enclosing a sample of about the nerviest thing I have seen put out for a long time. It shows that in spite of all your warnings there are men yet with the gall to make such propositions to the credulous public." The advertisement enclosed was from the *Minneapolis Tribune* and it offered to the gullible a chance to get "an independent income."

I advise my readers who receive these tempting propositions to send them at once to the postmaster general at Washington for investigation. That is the business of the Post Office Department and it will be only too happy to take up such matters.

Small investors are particularly the victims of these "bunco" schemes, for the false notion prevails that a man or woman with a small amount of money cannot buy high-class investment securities such as successful investors prefer. This is erroneous. An investment can now be made in the best of paying securities with as small an amount as \$10 through the Partial Payment Plan, which is readily understood, though the term may sound formidable. Brokers who advertise this plan in LESLIE'S all send booklets of information explaining it.

Fourteen months ago a conservative stock exchange house recommended to a small investor a diversified purchase of one share each of five substantial dividend-paying stocks. This investor had \$100 with which he desired to make his first investment. He paid \$100 down and \$25 a month to buy one share each of Atchison, Southern Pacific and Pennsylvania Railroad stock, one of Central Leather and one of American Woolen, preferred. The cost of these five shares at that time was a little less than \$400.

In 13 months the investor had paid for these five shares from his monthly savings and found that they had increased in value nearly \$75 and given him an income of al-

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The promptness with which these issues are sold out prevents our listing them specifically here. But we will gladly furnish information upon application.

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Write for a copy of our book "Investing \$100 to \$10,000," which is a primer on investments and gives much valuable information. You may receive a copy without charge by writing to Department "B", 45 Exchange Place, New York City or 10-12 South Calvert Street, Baltimore, Md.

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New First National Bank, Department 5, Columbus, Ohio

most 7 per cent. This young man did well because he followed sound advice and bought investment stocks such as the wealthiest men in the country buy. They never look at the schemes that the fakers offer. These are not conceived in Wall Street.

The Liberty Bonds can be purchased on the basis of a small payment down, \$5 or \$10, and the rest in installments. Here is an absolutely safe investment which, after the war, will yield a handsome profit. It will be something, even for the smallest bondholder, to say to his or her children that he or she helped to win the war. Here is the easiest way to do it.

A couple of years ago I invited the readers of this department to sign a coupon indicating a desire to join a protective security holders' association. Over a thousand signatures from all parts of the country were at once sent in, and I have been endeavoring ever since to perfect the organization. Nine or ten months ago, John Muir & Company organized the "Railway Investors' League," which has several thousand members, and recently at Baltimore, S. Davies Warfield, the well-known banker and railroad man, organized "The National Association of Owners of Railway Securities." Meanwhile, N. L. Amster of Boston has completed a protective organization on independent lines entitled "Investors' Protective Association of America." All of which indicates that the public is to have greater protection in the matter of investments than it ever has had and that investors themselves are recognizing that they have a power with legislators they only need to exercise.

When the stock market was in the dumps a few weeks ago and financial writers generally were in the blues, I urged my readers not to sell their securities at a loss because I believed that the fundamentals were in favor of higher prices and that the time to buy was when other people were selling. I predicted that, just as soon as we got over our war scare, financial writers would be talking of higher prices. That is precisely what happened.

There are troublesome factors in the situation: We may go into this war more deeply than we believe; Congress may impose taxes ruinous to business—though I look for constructive work from the Senate in spite of the action of the House; crops may be disappointing, though outside of the winter wheat situation this does not seem probable at present; and there may be an unexpectedly strenuous uprising against conscription. But these things also may not be, and chances are just as much in favor of good times and good crops and early peace abroad as the contrary.

The optimist is the successful operator in Wall Street, but he should have courage to buy when others are selling and the good sense to sell whenever he has a satisfactory profit.

S. Phila., Pa. Wilson & Co. 6 per cent. bonds are an excellent business man's purchase.

Interstate, Ill. All the stocks in your list are business men's investments. I prefer American Sugar, American Woolen and So. Pac.

K. Amarillo, Tex. A number of wireless companies have been organized in this country, but none of them—not even the strongest of all, the Marconi—has had dividend paying success.

B. Ann Arbor, Mich.: The prospectus of the Mid-Coast Oil Corporation is glowing, but until the company strikes a big oil deposit, the shares are simply lottery tickets. Printers' ink is cheap.

E. Dayton, Ohio. A good profit in steel or anything else is always a safe thing to take, with the prospect of buying back on a slump. How much of the earnings of corporations will be taken for war taxes remains to be seen.

L. Phila., Pa. Midvale pays at the rate of \$6 per share, which makes a good return on market price. B. & O., a 5 per cent. stock, sells to yield over 6 per cent. It should go higher if the railroads are granted a freight rate increase.

C. Dorchester, Texas. The fall in price of Bethlehem Steel stock was due mainly to the increase in the amount of stock from \$15,000,000 to \$60,000,000. Owing to the company's immense earnings the stock is regarded by many as an excellent purchase.

McK. Garrison, N. Y.: The U. S. Steamship Co. stock (par \$10) has been paying regular dividends at the rate of 6 per cent. It is selling at less than half par. The price is a speculative character of the stock is commendable for investment.

M. Oroville, Calif.: The decision against the Denver & Rio Grande is a cause of

the latter's failure to fulfill its contract regarding Western Pac. bonds, is in favor of the holders of undeposited bonds of the old Western Pac. Co. and looks like a righteous decision.

K. Medina, Ohio. (1) On its earnings and price Col. F. & I. looks like a more attractive speculation than Midvale or Sinclair Oil, because Col. F. & I. has had no large advance. A substantial dividend on it is due before long. (2) I do not consider Big Ledge Copper a purchase for a prudent investor.

H. San Diego, Calif.: Del. & Hudson has loaded itself at generous figures with some traction properties in its area of competition and these are not proving as good earners as was anticipated. If the freight rate increase is permitted, it will be reflected in better earnings and make the stock more attractive.

T. North East, Pa.: Market conditions, the Adamson Law and proposed heavy war taxation caused depression in railroad stocks. If the roads are allowed an adequate increase in freight rates, the securities would do better. Should Steel common "react to below 110" it certainly would be attractive.

H. Stamps, Ark.: All the aeroplane stocks are in the speculative class, Wright-Martin included, but competent observers believe that aircraft will be in much more general use within a few years and will be rendered as safe as automobiles. If this is a correct forecast, the aircraft stocks are an attractive speculation.

Z. Mansfield, Ohio: I would place the securities in the following order, for safety of principal and probable permanency of income: 1. Penna; 2. American Woolen pfd.; 3. American Locomotive pfd.; 4. Maxwell-Motors first pfd.; 5. U. S. Rubber first pfd.; 6. Missouri Pac. new general 4 per cent. bonds.

B. Tiffin, Ohio. (1) You can sell your Wright-Martin Aircraft "rights" now. They are quoted on the curb at about 14. Should you buy new stock you will thereby extinguish your "rights." (2) American Steel Foundry pays 5 per cent and the company has had great recent prosperity. The stock is a business man's investment.

P. Manchester, N. H. I not only advise buying stocks when everyone is selling, but also advise selling when one has a good profit. This is always the safer plan. Crucible Steel's earnings are reported very large and as the arrears of dividend on the pfd. are now only 2 per cent. the outlook has become good for the common.

H. Phila., Pa.: It is possible that New York Railways will some day resume payments on the adjustment income 5%. The company's report showed a deficit for the eight months ending February 28. The strike of last year adversely affected the road's revenue. It might be advisable to even up, but you may have to face a long pull.

S. Shaysler, Fla.: The Federal Oil Co. has large holdings in Texas, Kentucky and Mexico, is a producer and paid an initial dividend of 10 per cent. on preferred in January last. No dividend on common. Sequoyah Oil Co. has considerable producing property in Oklahoma and is paying 18 cents per year per share. Market price still holds low. Both are speculations, not investments.

B. Brooklyn, N. Y. (1) In buying a stock outright you pay for it cash down in full. In buying on a margin you get it on credit with payment of a certain percentage down. A broker will always try to buy or sell at the figure given him by his customer. Sometimes he is unable to get the price fixed. (2) With your limited capital it would be safer to buy the bonds of well-established companies either outright or on the partial payment plan.

J. Memphis, Tenn. (1) You can guess as well as anybody else what particular figures the stocks you mention will sell at in the far future. Each is among the best in its class and if bought on stiff reactions should in time profit the purchaser. (2) Judging from current reports the speculative chances of U. S. Steel common are not better than those of Bethlehem Steel B. (3) Submarine Boat pays \$3 per share per year, but it is an uncertain stock.

P. New Bedford, Mass.: Any oil or mining enterprise is a good deal of a lottery in its early stages. It is possible that the Louisiana Oil & Refining Company may prove a success, but I should prefer bonds issued by well-established dividend-paying companies and based on better security than partially developed underground resources. It would be safer for a woman to buy preferred stocks or bonds of such seasoned companies as American Sugar, Atchison, American Smelting, American Woolen, U. P. or U. S. Steel.

F. Sault Ste Marie, Mich.: (1) Both Reo Motor and Paige-Detroit Motor are among the most prosperous automobile-making corporations. The companies pay good dividends with occasional extras. (2) The regular annual dividend on U. S. Steel common is 5 per cent. Late last year it declared an extra of 3 per cent. Corn Prod. common pays no dividend at present, but the preferred pays 7 per cent. and is gradually clearing off arrears. A pool is putting up the common. No dividend can be declared until the government suit is decided. Central Leather common is on a 5 per cent. basis. It seems advisable to hold your stocks.

New York, June 7th, 1917. JASPER

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(Continued on page 752)

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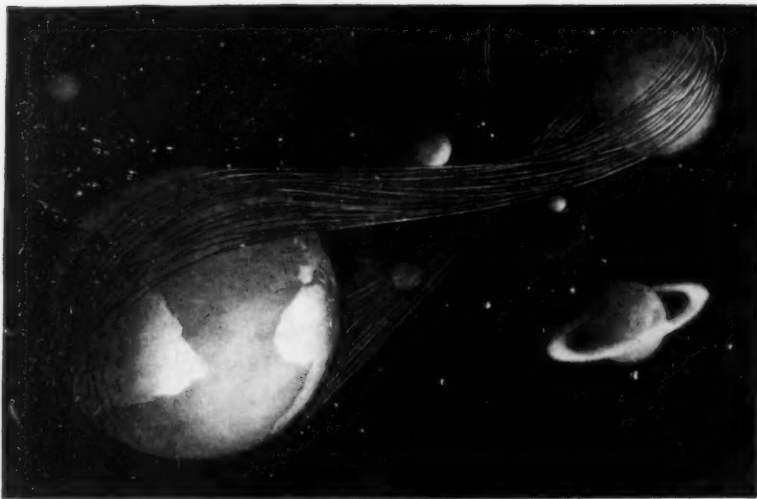
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JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 751)

interest, offered without charge or obligation to readers of Leslie's, follows:

Perkins & Co., Lawrence, Kan., in business 36 years, deal in first mortgage loans of \$200 and up and paying 6 per cent. Ask the company to send you its loan list No. 716.

Government and other \$100 bonds may be bought outright or on the small payment plan of E. F. Coombs & Co., The Hundred-Dollar Bond House, Equitable Bldg., New York. Write to the firm for details.

Fundamental statistics, helping the speculator or investor to protect himself against loss as well as to forecast opportunities for profits, are furnished by the Babson Statistical Organization, Dept. 1-48, Statistical Block, Wellesley Hills, Mass. Free particulars will be sent to any one interested.

One of the most complete lists of municipal and public utility bonds is contained in "Book of Bonds," compiled by the First National Bank, Milwaukee, Wis. The bonds are in denominations of \$100, \$500 and \$1,000 and yield 4 to 6 per cent. The list may be had by applying to the bank's bond department for Book A.

A chance to "even up" will no doubt be welcomed by many purchasers of Liberty Loan bonds. L. Miller & Co., 5 Bank & Trust Co. Bldg., Miami, Fla., provide this chance in first mortgage 7½ per cent. investments. To any applicant the company will send "Little Units in Large Mortgages," and other pamphlets.

The remarkable prosperity of the steel and war supply companies has been reflected in high prices of their securities. The latest statistics on these companies, from which a line on their future may be had, are presented in "The Investors' Guide," and "Weekly Review," issued by L. R. Latrobe & Co., 111 Broadway, New York, and sent free on request.

Those well-known specialists in government bonds, C. F. Childs & Co., 208 So. La Salle St., Chicago, and 120 Broadway, New York, give expert advice regarding exchanges or sales of the older United States bonds, as well as the Liberty Loan. The company will supply any technical information desired. Its analytical pamphlet, L-4, will be mailed gratis to any address.

What is the effect on securities of the happenings of the time? You may not be able to decide this for yourself, but the desired interpretation will be found in "The Bache Review," the widely quoted weekly, which also furnishes suggestions for investments. The Review is mailed free on application to J. S. Bache & Co., members of N. Y. Stock Exchange, 42 Broadway, New York. For more than a half-century Hamilton & Co., dealers in investment securities, have placed their facilities and experience at the disposal of all desiring to invest capital to the best advantage. Every investor should be interested in the firm's booklet, "Investing \$100 to \$10,000." It may be had by writing to Department B, 45 Exchange Place, New York, or 10-12 So. Calvert St., Baltimore, Md.

Financial houses are showing exceptional patriotism in asking no commissions for handling the Liberty Loan. And here are John Muir & Co., specialists in odd lots and members of N. Y. Stock Exchange, 61 Broadway, New York, who go a step farther and supply Liberty Loan baby bonds on the partial payment plan without expense to customers. Muir & Co. invite correspondence from small and large investors.

Buying stocks or bonds on credit is a great stimulus of thrift. Having made a small first payment, one is obliged to save to meet the monthly installments. Free booklet No. 39, furnished by Harris, Winthrop & Co., members of N. Y. Stock Exchange, 15 Wall St., New York, and the Rookery, Chicago, fully describes this method of purchasing securities.

Patriotic investors can benefit themselves and help farmers produce larger food crops by putting their money into farm mortgages. Markham & May Co., 1222 First National Bank Bldg., Milwaukee, Wis., make a specialty of mortgages on farms in prosperous Wisconsin. Their latest pamphlet, "The Dairy Farm Mortgage," tells the whole story of these securities and will be sent without charge to any applicant.

For July investment there is nothing better than first mortgage real estate bonds. Securities of this class, based on high-grade property in large cities and sold to net 5½ to 6 per cent., are offered by the long-established house, S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago. Write to the company for its free booklet, "Add Tests of Investments in War Time," and for July investment list No. L-703.

The outlook in the lumber business has so greatly improved of late as to make investments in timber lands more attractive. The James B. Lacey Timber Co., 332 So. Michigan Ave., Chicago, in business for 27 years, offers to the public its first mortgage profit-sharing bonds based on growing timber, paying 6 per cent. interest and entitled to a share in the profits of the firm's operations. The bonds are in denominations of \$100, \$500 and \$1,000. You are invited to read Booklet T-204, explaining the conditions on which the bonds are issued. This will be sent to any applicant.

Many persons refrain from buying securities because they have no convenient place for keeping them and do not like to pay for a safe deposit box. But failure to purchase Liberty Loan bonds cannot be excused on this ground. Banks, trust companies and safe deposit companies will take care of these bonds in limited amounts free of charge. The customers Securities Department of the strong and reliable National City Co., National City Bank Bldg., New York, is prepared to hold the bonds in amount not to exceed \$5,000 and to collect the interest without charge to the owner. Apply to the company for particulars.

Increasing numbers of investors are seeking securities of companies likely to flourish under peace, as well as war, conditions. Sheldon, Morgan & Co., members of N. Y. Stock Exchange, 42 Broadway, New York, recommend the stock of Everett, Heaney & Co., Inc., exporters, importers and converters of cotton goods for 25 years, whose business is in staple goods and not war supplies. The capitalization is \$2,000,000, all common stock, par value \$20. Current earnings exceed 25 per cent. and a dividend on the basis of 10 per cent. has been declared. Write to Sheldon, Morgan & Co., for Circular No. 116, giving details of this opportunity.



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Name..... Address.....

WATCHING THE NATION'S BUSINESS

(Continued from page 745)

EDUCATION AND LABOR **T**HE literacy test of the immigration law comes forward to plague the nation at a critical time. With farm labor scarce the plan of drafting school youths for the corn rows sounds plausible, but one husky peasant from Europe and unable to read would be worth two or three boys in planting and harvesting. With the first harvest operations under way in the Southwest, there are strong Mexican men and women across the border, willing to work, but excluded because they cannot read. By an ingenious construction of the law, the Department of Labor has been able to evade its provisions by recourse to its authority to "issue rules and prescribe conditions to control and regulate the admission of otherwise inadmissible aliens applying for temporary admission." That this is a plain subterfuge must appeal to clear-thinking people. It cannot do other than lead to misunderstandings, as well as bring hardship to those brought in under its provisions.

AUSTRIA MAY BRING ABOUT PEACE

(Continued from page 730)

parts of the country, but has been quickly suppressed by the Federal authorities. The National Security League has begun a campaign to combat the activities of various pacifist organizations against aggressive prosecution of the war, conscription and the Liberty Loan. George Clemenceau in *L'Homme Enchaîné* has addressed a letter to President Wilson pleading that he send Col. Roosevelt to France because his is the "one name in France which sums up the beauty of American intervention." The demand of the Socialist leader Lebedaur, in the Reichstag, that Germany must become a republic has been met by German Socialists in the United States. An organization known as "Friends of the German Republic" has been effected and an appeal has gone out to all German Socialists in the United States asking all who oppose the Teuton autocracy to spread the revolutionary propaganda.

President Wilson has sent a note to the Russian Government outlining the war aims of the United States, and dealing, it is understood, with the Russian formula of "no annexations, no indemnities." The Root mission has reached Russia safely and will at once set to work to foil Germany's intrigue for a separate peace or the breakdown of the Russian military machine. Baron Rosen, former Russian ambassador to the United States, calls for a conference to determine a possible basis for peace with the Central Powers.

THE FLAG

Flag over which the battle broke,
When through a pall of rolling smoke
Bonnie Homme Richard's cannon spoke;

Flag, which unfolded in the skies,
Held with its clear and brilliant dyes
Brave Lawrence's uplifted eyes;

Flag which at Buena Vista spread
Thy glory over Taylor's head,
When Santa Anna turned and fled;

Flag which unfurled thy silver stars
Above the Hartford's smoky spars,
And Farragut's heroic tars;

Flag which was wrapped in vapors gray,
And crimson mist and fiery spray,
With Dewey at Manila Bay;

Flag of the sea and of the shore,
Beloved flag our fathers bore
To famous victories of yore,

Again we fling thee to the breeze
To feel the sting of battle-bees,
And lead the charging batteries.

Again thy cause is true and just,
And lo! when every throne is dust,
And conquering swords are sheathed in rust,

Untouched, triumphant, thou shalt be
Still bright with immortality,
O, glorious emblem of the free!

—MINNA IRVING



In this group of California Guardsmen are E. W. Mann, John Edwards, D. Allen, E. W. Wall, J. N. Donlin, P. S. Blair, Wm. Mead, W. A. King, Corporal Fair, Musician McGee, John Ham, W. E. Leggett, Corporal Shipp, H. M. Whitworth, W. Anderson, F. R. O'Brien, G. Darris and H. C. Wright. Photographed in camp at Nogales, Ariz. Look for the famous muslin sack.

Men of Company G, Second California Infantry, Hold a "Roll Your Own" Contest

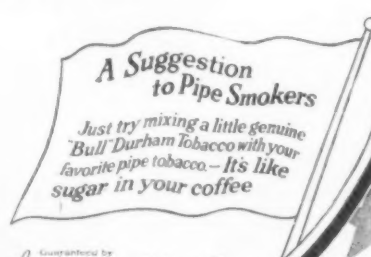
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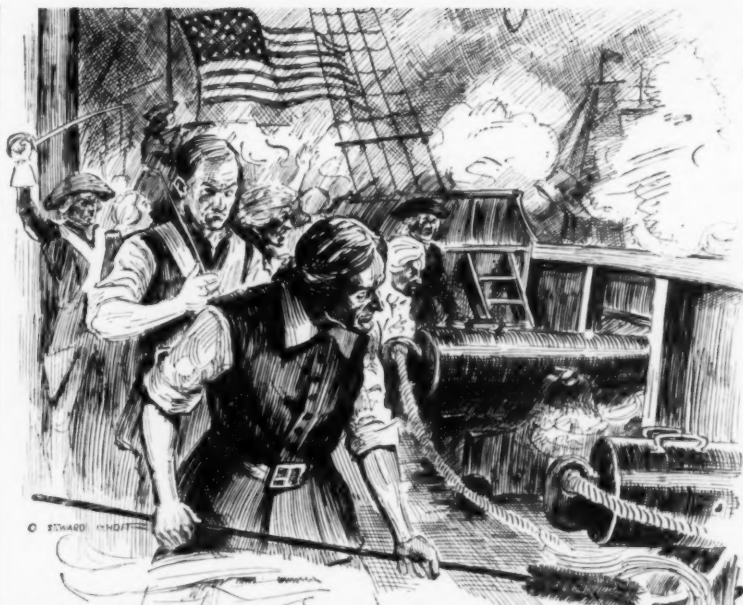
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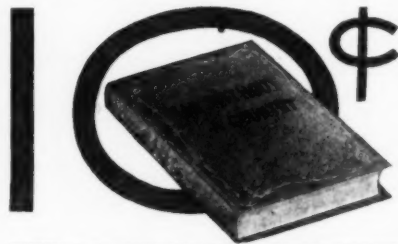
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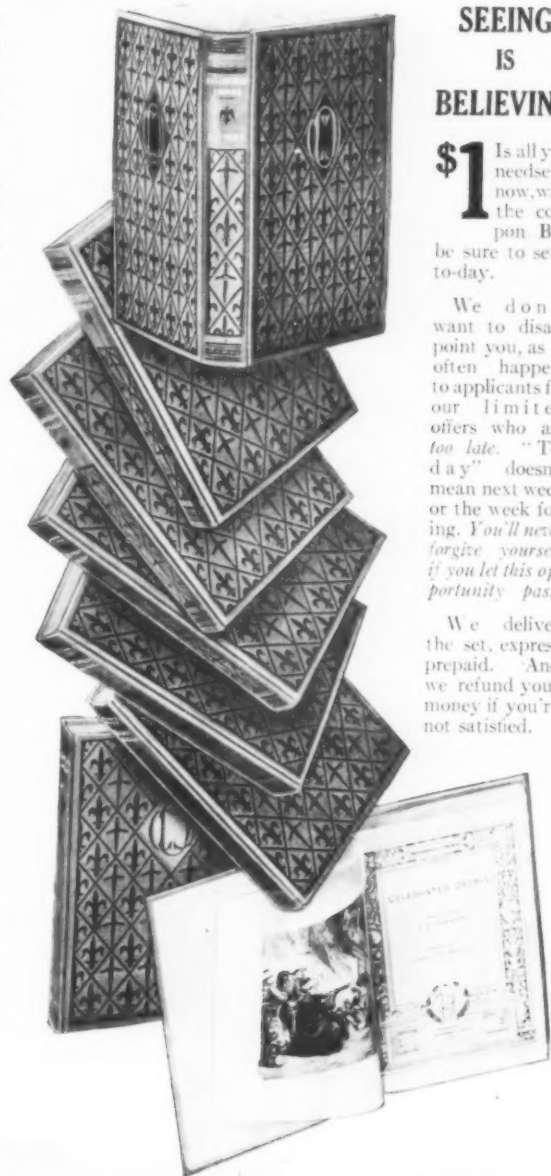
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